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The State of Waterfront Living

10 Essentials

Buyers and Sellers Need to Know Today

ON THE COVER

Villa Katsura

A Caribbean Jewel

WINNETKA, IL
$7,750,000
@properties
WEB ID: QMRQ9

luxuryportfolio.com

CENTRAL POINT, OR
$2,750,000
John L. Scott Real Estate
WEB ID: TQJV9

MERRITT ISLAND, FL
$12,000,000
Dale Sorensen Real Estate
WEB ID: PZGB9

VACAVILLE, CA
$3,995,000
McGuire Real Estate
WEB ID: GMWQ9

TIGER, GA
$5,900,000
Harry Norman Realtors
WEB ID: YNZB9

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This exquisite David Adler home is set on five exclusive acres of beautiful Lake Michigan frontage. A must see!
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BARRINGTON HILLS, IL | $13,000,000
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Baird & Warner
Thomas Gorman — 312.981.2395 WEB ID: YCSC9

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Paul Grover — 508.364.3500 WEB ID: QWQC9

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Weichert, REALTORS - Coastal Properties
Hillary Dollenberg — 843.290.3063 WEB ID: CFEC9

FAIRHAVEN, MA | $1,800,000
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Robert Paul Properties
Diane Bondi-Pickles — 508.769.2811 WEB ID: YOMZ9

WOODS HOLE, CAPE COD, MA | $9,500,000
Spectacular & private Gansett water view estate w/deeded rights to beach and dock. Includes extra 2.5 acre lot.
Robert Paul Properties
Robert Kinlin — 508.648.2739 WEB ID: LUYZ9

OSTERVILLE, CAPE COD, MA | $5,900,000
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MERCER ISLAND, WA | $3,988,000
Mercer Island Waterfront Luxury. English Cottage Charm on a Grand Scale. 4,000 sqft. 4 BD/5 BA. 75' Waterfront.
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OSTERVILLE, CAPE COD, MA | $1,750,000
In highly desired area convenient to Village, 10BR home features in-ground pool with deeded rights to Eel River.
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MARSTONS MILLS, MA | $1,475,000
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Telluride's

George R. Harvey, Jr.

Discover Telluride…

Nestled in the southwest corner of Colorado, amidst the glorified San Juan range of the Rocky Mountains, the small town of Telluride distinguishes itself as one of the most breathtaking landscapes in the world.

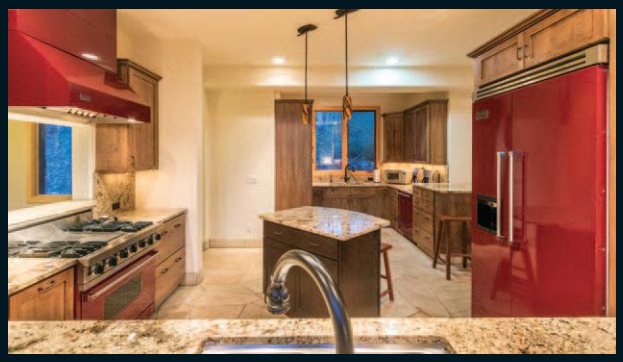
Although only inhabited by a little more than 2,400 people, the historic town is sought-after for its rare natural beauty, healthy recreational lifestyle, vibrant culture and annual festivals.

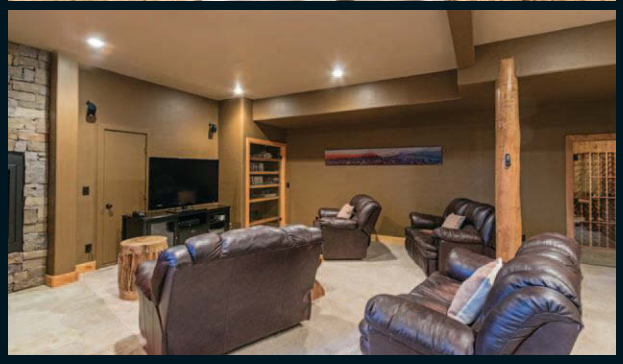
Voted by Condé Nast Traveler readers three years in row as the No. 1 destination for skiing, Telluride and its surrounding neighbors enjoy more than just the wintry slopes. Every season offers endless opportunities to fulfill the need for adventure.

"I became addicted to the lifestyle," says George Harvey, our designated Market Expert for the Telluride region. "Most people come here the first time for the skiing and can't leave when they discover the summers." Harvey is the owner and broker of acclaimed real estate firm, The Harvey Team, and is assisted by his wife, Becky, with their boutique practice specializing in customized services for affluent buyers and sellers.

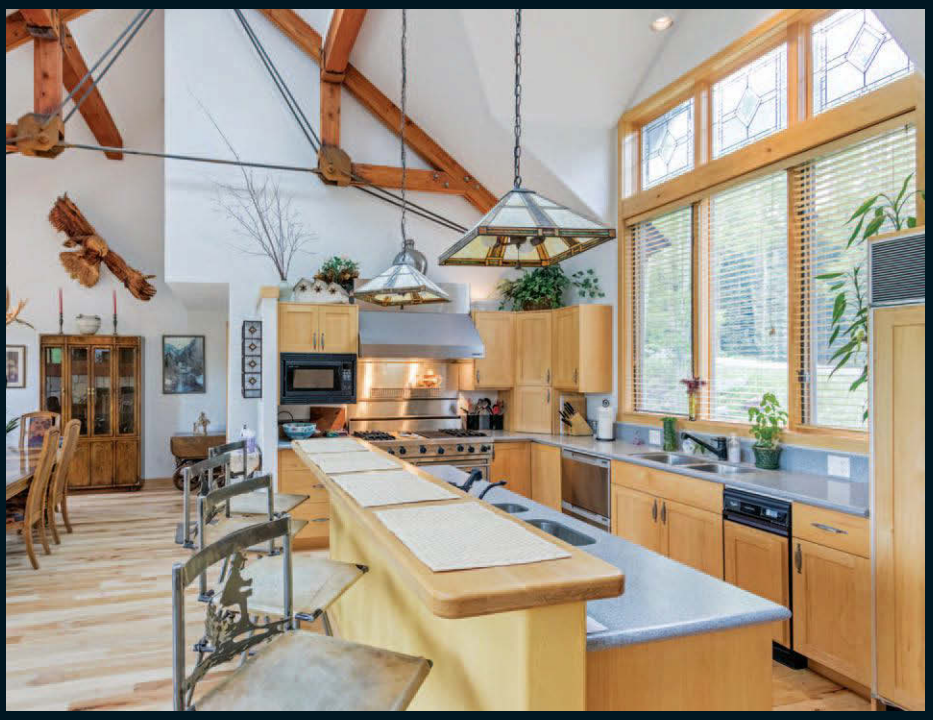
Telluride regional real estate sales for 2014 were up 48 percent in sales over 2013, but a good supply of quality properties are still available for the discriminating buyer! For more information on the current market, look for our next report on www.TheHarveyTeam.net.

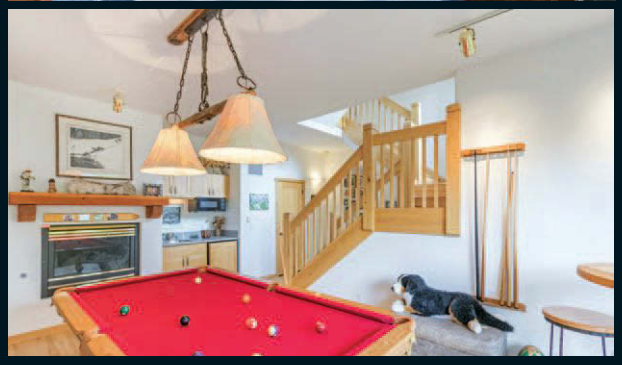
Running Horse Ranch
Telluride, Colorado
$2,500,000 / www.TellurideRunningHorseRanch.com





Telluride Family Ski Home
Telluride, Colorado
$3,750,000 / www.TellurideFamilySkiHome.com





Telluride Big View Ski Home
Telluride, Colorado
$2,500,000 / www.TellurideBigViewSkiHome.com

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DAWSONVILLE, GA Beautiful home on lakefront lot with 3 levels of 180 degree views in a luxury lake and golf resort style community. Community features golf, marina, swim, tennis, and clubhouse. 4 sides brick, brazilian cherry floors, custom cherry cabinets, and main level master suite. Fabulous fully finished terrace level with kitchenette and huge screened porch.

$899,900 | LAURA VAN RHEE

KENNESAW, GA Five gorgeous acres in West Cobb located behind Marietta Country Club. Peaceful and serene only begin to describe this home. Home features a beautiful pool with fireplace, hot tub and sauna. Main level hosts renovated kitchen, breakfast room with double sided fireplace, formal dining room, formal living room, large 2-story family room with loft & executive bar.

$1,000,000 | KIM PRITCHARD

FAYETTEVILLE, GA One of a kind, stunning European all brick luxury home nestled on a private, wooded 5.5 acre gated estate lot. Located in a beautiful estate neighborhood, this home is perfect for the entertainer. The home boasts a massive chef's dream kitchen, 20 X 30 great room with soaring ceilings and a wall of windows overlooking the sparkling salt water pool.

$1,198,000 | KAY FULP

FAYETTEVILLE, GA Elegance & grandeur are evident in this luxury property! Home has fabulous architecture and attention to detail featuring a spectacular dining room with extensive molding, formal living room with wall of windows and exquisite chef-style kitchen. Kitchen features multiple islands and pro appliances, family room with fireplace, hardwood floors and master suite.

$1,500,000 | KAY FULP

DAWSONVILLE, GA Grand European country estate nestled on 10+/- private acres. Main home features 4 bedrooms/2.5 baths, and guest home boasts 2 bedrooms/2.5 bath. Grand entry with curved rosewood and wrought iron staircase, rosewood flooring, luxurious living spaces, and gourmet kitchen. Master suite features 13' tray ceiling and wood burning fireplace.

$939,939 | BRAD CARLTON

MURRAYVILLE, GA All brick custom home on Wahoo River Front. Home features a pond,17.5 acres of rolling hills, original mill house, gazebo, and rocking chair front porch. Immaculate home with elegant foyer, gorgeous millwork, gourmet kitchen, keeping room, family room with stone fireplace, and owner's suite on main level. Spectacular serene estate with breathtaking views.

$995,000 | KIMBERLY LAMB

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Summer 2015
Volume 44, Number 4

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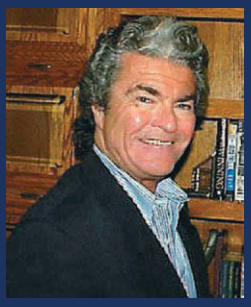
Rainbow Point Waterfront Estate

Lake Arrowhead . California

A premier lakefront setting in beautiful Lake Arrowhead boasts a luxury residence of approximately 17,000 square feet of superb custom design sited on 3 lots. Understated elegance, absolute luxury and craftsmanship best define this estate. The elegant foyer leads into a dramatic great room with 2-story wood trusses and a floor-to-ceiling marble fireplace. Some of the many special features include 8 spacious bedroom suites with 2 in a self-contained guest/caretaker apartment, a kitchen with all the best equipment, formal dining for 20, a library, expansive family room with a wet bar, a wine room, game room and fireplace. The whole-house elevator leads to the master wing with an adjacent office and garage access. The property is gated, offering a park-like setting, lakeside patio and a canopied double boat dock. Magnificent! MLS# 2130946. $13,750,000.



DAVID VAIL & CINDY VAIL
CAPRE Lake Arrowhead Real Estate
P.O. Box 2702
Lake Arrowhead, CA 92352
909.800.4343 | 909.744.2151
David@DavidVail.com

For more details and a full tour of this property, go to www.LakeArrowheadToday.com

Totem Pole Point Waterfront Estate

Lake Arrowhead . California

The unobstructed lake views are as dazzling as the 16,000-plus square feet of this exquisite lake mansion. Intricate craftsmanship boasts world-class granite, slate, marble and exotic woods achieving state-of-the-art luxury. This estate offers 10 bedroom suites, 17 baths, a chef's kitchen with Wolf and Sub-Zero appliances, 2 elevators, a boathouse, 23-car showroom garage and much more. MLS# 2120857. $13,900,000.

Luxury Lakefront Smart Home

Lake Arrowhead . California

Awe-inspiring water views, granite dry-stack fireplaces, handcrafted and forged fixtures, 5 bedrooms including a simply incredible master suite, multiple family common areas, oversized decking, a spa, sauna, gym, heated drive, private gates and a single-slip boat dock are only the beginning of this newly listed masterpiece. You will truly find your Aspen-like home right here in California! MLS# 2150756. $3,550,000.

For more details and a full tour of these properties, go to www.LakeArrowheadToday.com

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EDITOR'S LETTER

BY KATHLEEN CARLIN-RUSSELL

Limited. Finite. Sought-after. These are just a few of the adjectives that are attributed to waterfront properties...and always will be. For almost as long as I have been at Unique Homes, multiple times a year, we have had a luxury expert — or two or three — repeat a universally accepted truth: "They aren't making any more waterfront!"

Hence, waterfront always will be at a premium. And now, with factors such as the stable economy and limited inventory converging, certain waterside markets are seeing some very strong sales trends. According to writer Stacey Staum, one region is even seeing pricing that is higher than the heights of 2007. To find out where, and in what part of the U.S. oceanfront luxury homes *start* at $17 million, turn to the article on page 42.

The story kicks off our Waterfront Properties section, complete with a variety of coastal treasures, from private islands in British Columbia and a Grecian-style estate in the Midwest to a residential compound in Lake Tahoe and beachfront homes in Malibu. In addition, there is the $40 million waterfront "villa" on our cover. This home in the British Virgin Islands overlooks the Caribbean and presents a truly one-of-a-kind lifestyle with its combination of location (on a hillside in Virgin Gorda), and features (it has stunning landscapes, waterfalls, gardens, a beach and a uniquely designed residence connected by pavilions). You can glimpse some of the views and rooms on pages 13-15.

Uniquely designed is also a phrase I'd use to describe the latest $100 million listing to hit the market: the Neverland Ranch. Now known as the Sycamore Valley Ranch, this 2,700-acre property includes many of features that were in place when it was owned by the late Michael Jackson, including a sprawling main residence, movie theater with stage and multiple guest homes, much of which were renovated by the current owner. It will be interesting to se what the new owners do with this iconic estate.

Until next time...

Kathleen Carlin-Russell

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A Rarity in the British Virgin Islands

By Camilla McLaughlin

Matching the perfection found in nature is almost impossible to achieve, but the cover home accomplishes just that. Sited on a gentle hillside on the Little Dix Bay peninsula, Virgin Gorda, and overlooking the ever-changing blue of the Caribbean, Villa Katsura, a rarity in the British Virgin Islands, is one of a small roster of exceptional resort properties worldwide.

Although it offers more than 23,000 square feet, the residence doesn't dominate the site. Instead, it appears as an oasis of tranquility and a natural extension of the terrain. Landscape designer Hoichi Kurisu, recognized globally for his rock landscapes and healing gardens, has masterfully encircled the home with gardens, bringing a timeless sensibility. Waterfalls, koi ponds, stone walkways and bamboo groves are a few treasures one discovers as they stroll the grounds and gardens. There is even a children's garden. A walkway and steps trail down to the beach. The stunning sandy beach is just about as private as you can get in the BVI, according to Chris Smith, managing broker of Coldwell Banker Real Estate BVI.

The square footage of the residence is apportioned among three pavilions — a striking main house, a beach house with three bedrooms and an indulgent master retreat. Like many great estates, Villa Katsura was years in the making. One aspect that distinguishes this home especially in the region is the quality of construction, level of finish and attention to detail. It includes an impressive array of wood sourced from around the world, including Tiger Wood, European Larch and Western Cedar. Beautifully hand-crafted doors with floor-to-ceiling glass flood the rooms with light and completely open up the space for an outdoor living experience. Smith says the quality and finishes are comparable or even better than estates in New York or California, which is a major achievement on a tiny island in the Caribbean, population around 3,000.

There have been few, if any, properties of this caliber in the region. Smith and Coldwell Banker BVI are offering this property at $40 million.

For more about the cover property, see pages 14-15

Villa Katsura

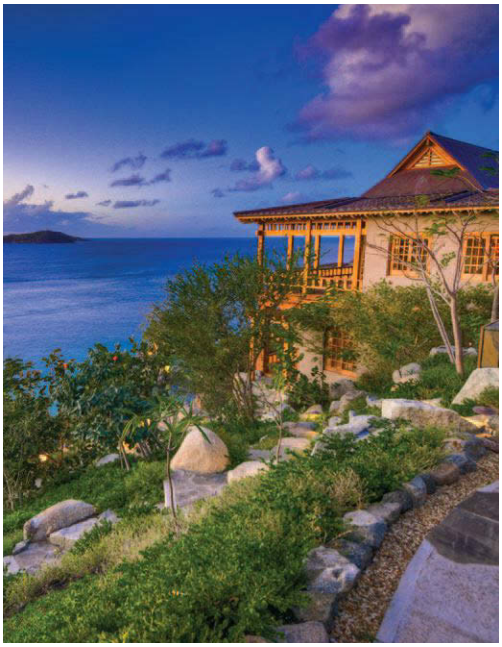
Coldwell Banker BVI is delighted to present Villa Katsura, a 23,500-square-foot home on the Little Dix Bay peninsula, Virgin Gorda, far surpassing any property currently on the market in the British Virgin Islands. Set on almost 3 acres of manicured gardens, this peaceful hideaway offers the ultimate in luxurious island living and full access to the amenities of Rosewood Little Dix Bay Resort.

Villa Katsura was completed in 2014 after 7 years of painstaking craftsmanship that blends Asian tranquility with the ultimate in Caribbean ocean views. Ongoing meticulous maintenance has resulted in a house truly second to none. Only materials of the highest quality were used in the construction, including an impressive array of woods from around the world.

Whilst the superb architecture and stunning location set it apart from anything else on the market, it is the gardens that are Villa Katsura's most impressive feature. Personally designed by world-renowned landscape designer Hoichi Kurisu, the gardens are immaculately manicured and punctuated throughout by waterfalls, koi ponds, stone walkways and bamboo groves.

The estate is divided into 3 separate pavilions: the master bedroom; the main house with living room, kitchen and 1 bedroom; and the beach house containing 3 bedrooms. Officially, the house has 5 bedrooms, but the layout offers extreme flexibility to sleep more if necessary. Each bedroom has its own unique bathroom with either a custom shower or ofuro bathtub. At the furthest end of the property, the master bedroom is reached via its own bridge and boasts its own sun terrace with a fire pit. Unwind from a hard day at the beach in the oversized double shower that opens out onto a private koi pond and waterfall.

The spacious kitchen is equipped with the professional-grade appliances you would expect of a

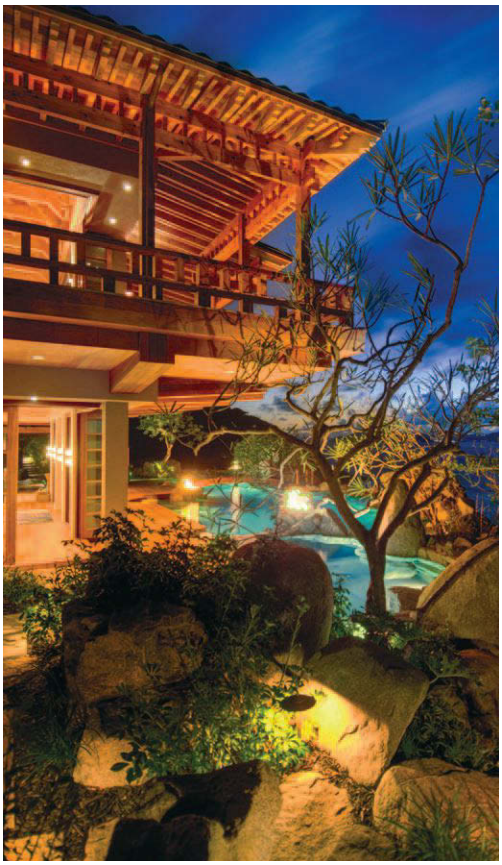


Chris Smith | Coldwell Banker BVI
284.340.3000 | Chris@coldwellbankerbvi.com

ARCHITECTURAL STYLE
ASIAN/CARIBBEAN

FEATURES THIS ESTATE HAS 3 SEPARATE PAVILIONS ON ALMOST 3 ACRES OF IMMACULATELY MANICURED GARDENS AND ENJOYS A VERY PRIVATE BEACH.

BEDROOMS 5 **BATHROOMS** 9 **SQUARE FEET** 23,500

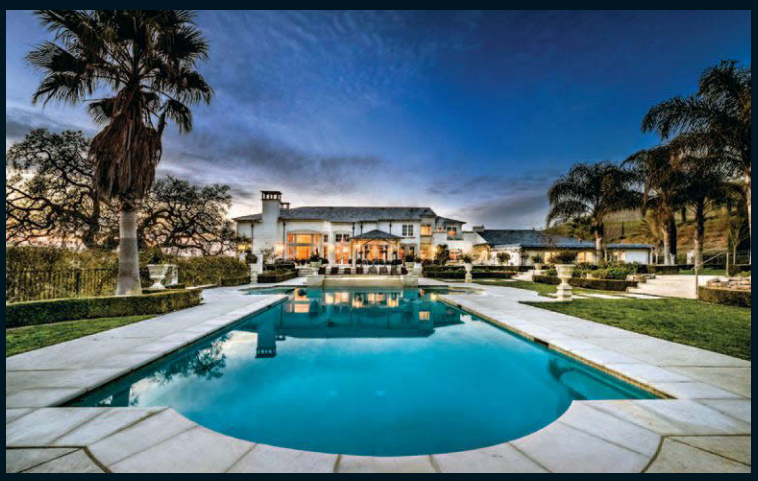


property of this caliber and the pool terrace has a fully equipped outdoor kitchen and professional gas grill.

The pool at Villa Katsura is situated below the main house and edged by rocks and is complete with a heated spa rock pool, steam shower room and fire pits. A succession of stone steps and wooden bridges leads down to a very private and intimate beach. This sandy beach offers excellent swimming and snorkeling on the reef close to shore. Owners and their guests also have full access to the resort's beach, spa, gym, renowned restaurants and other first-class facilities at Rosewood Little Dix Bay.

Solar panels and plentiful battery storage make a significant contribution to the house's power supply, which is fully air-conditioned. Villa Katsura has been designed as a private residence, but would work equally well as a staffed luxury vacation retreat. $40,000,000.

HURWITZ ◆ JAMES COMPANY



Serenity Vineyard Estate, East Bay Area, California

A GORGEOUS VINEYARD ESTATE is amidst 101 acres of Eastbay Vineyard. The outbuildings total 26,739 square feet, including the 10,000-square-foot main home, a car barn, 1-bedroom guesthouse and a pool house. Features include limestone fireplaces, crystal chandeliers, an elevator and a pool with a spa. Host parties in the banquet-sized dining room. The 748-square-foot wine cellar has a dining area, dumbwaiter, wet bar and custom temperature-controlled wine storage for 5,000 bottles. Balconies and decks offer panoramic views of the vineyards, Las Trampas foothills and beyond. **www.SerenityLaneEstate.com.**

Offered at $42,000,000

Furlong Estate, Bradbury, California

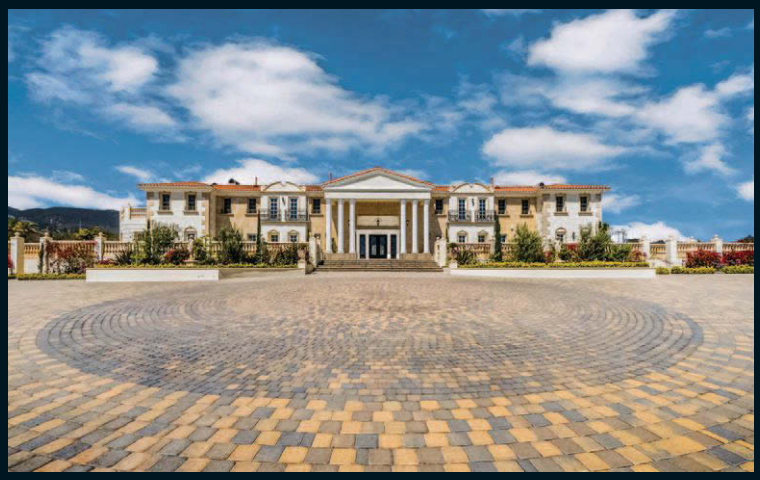
PALATIAL MEDITERRANEAN MANSION on 3 lush, palm tree-lined acres with city and mountain views in prestigious Bradbury Estates. This brand-new remodel of 2013 features an intricately designed living space awaiting behind grand double-entry doors opening to an elegant chandelier, double staircase and exquisite marble work. A beautiful pool with grotto and slide, waterfalls, a pool house/cabana, bar and tennis courts offer ideal outdoor entertaining space. Also enjoy 7 master suites (5 with their own balcony), a gourmet kitchen, library/study, 2 steam saunas, a 4-car garage, RV parking and a 3-bedroom, 3-bath guesthouse. **www.FurlongEstate.com.**

Offered at $19,800,000

Bali Hai Villa, Haena, Hawaii

BALI HAI VILLA IS A BEAUTIFUL AND LUSH ESTATE located in the most unique spot on the North Shore of the Garden Island of Kauai. The 3.7 acres of pristine land are located on a spectacular white-sand beach with crystal-clear water that is perfect for swimming, diving, fishing, snorkeling and surfing. Bali Hai Villa is surrounded by stunning mountains and spectacular flowing waterfalls. This enchanting property also features a private, tree-lined driveway and a charming 3-bedroom cottage.

Offered at $17,500,000



Malibu Estate, Malibu, California

THIS BRAND-NEW HOME is elevated to the highest level of luxury and was designed by Kaaren Khoudikian, AIA. Located in the Zuma Canyon neighborhood of Malibu Park, this 11,000-square-foot house sits on a 5.43-acre lot with expansive ocean views. Warm and sophisticated finishes are beautifully partnered together throughout. Amenities include an open gourmet kitchen with stainless steel appliances, granite countertops, a butler's pantry, 2 master suites, 4 additional en suite bedrooms, an office, gym and a spa. There is also a private maid's quarters with a full bath.

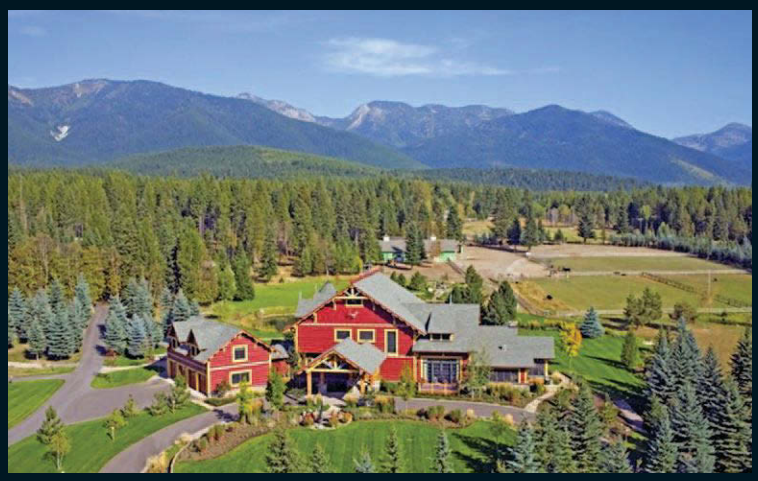
Offered at $12,688,000

HURWITZ ◆ JAMES COMPANY

Bali Paradise Estate, Santa Monica, California

ENTER 500-YEAR-OLD GATES into a breathtaking and eco-sensitive 2-home compound among water features, glass walkways and lush Japanese gardens, only a block from the beach. Completed in 2011, this masterpiece comprises 2 homes with a total of 8 bedrooms, 4 of which are master suites, and 13 baths. Special features include 500-year-old reclaimed teak floors, walls of glass opening to Zen gardens, a pool and spa, tranquil waterfalls and natural sculptures. This unmatched property embraces nature and is made of the finest materials. This estate could be a one-of-a-kind corporate retreat. **www.BaliParadiseEstate.com**.

Offered at $11,888,000



Avalanche Ranch Estate, Montana

AVALANCHE RANCH IS NESTLED in the foothills of the Swan Range, only 30 miles from Glacier Park International Airport. The estate's magnificent lodge and charming guesthouses provide room for 34 guests. Every amenity is at hand, from the cedar-lined wine cellar to the 1st-class movie theater. Enjoy the comfort of the main lodge's great room and entertainment in the game parlor, or head outdoors where invitations to explore Montana's infinite natural beauty are found at every turn. The luxury ranch's 70 acres provide you with cozy seclusion and Montana's breathtaking natural beauty. **www.AvalancheRanchEstate.com.**

Offered at ~~$14,888,000~~ $9,500,000

Greencrest Drive, Yorba Linda, California

REMARKABLE ARCHITECTURAL DESIGN AND HANDSOME FINISHES define this 7-bedroom, 7-bath custom-built home with panoramic views. The main home features over 11,000 square feet of living space and a guest suite offers a complete private kitchen and living space. Entertaining space on the lower level features a modish home theater, ice cream parlor/bar, gaming areas and access to a 5-car subterranean garage. Outdoor living and dining areas with a well-equipped kitchen and barbecue space sit atop entertaining grounds and the infinity pool and spa.

Offered at $8,800,000

Malibu Luxury Villa, Malibu, California

IMPRESSIVE OCEAN-VIEW HOME SET BEHIND GATES in the Victoria Point community with many high-end features. Enjoy a resort-style, panoramic ocean-view deck with an infinity pool, spa and barbecue — a true entertainment oasis. The thoughtful floor plan boasts bamboo flooring, a spa-designed custom bath, oversized closet, a top-of-the-line gourmet kitchen and a temperature-controlled wine room. Just steps to the beach. **www.MalibuLuxuryVilla.com**.

Offered at $6,995,000

HURWITZ ◆ JAMES COMPANY

Cosmopolis, Herradura, Costa Rica

EMBRACE PANORAMIC LIVING in the ultra-luxurious Cosmopolis development, situated within the lush mountains of Herradura and reflecting some of the most stunning, cutting-edge interior and exterior architecture. Built with attention to the smallest, yet exquisite details and features, each residence incorporates a stunning modern design with a comfortable feel. As a luxury vacation getaway, international tennis resort and club, corporate retreat or retirement home, Cosmopolis offers splendor, functionality and extravagance.

Offered from $1,500,000 - $2,500,000

Taveuni Palms Resort, Fiji

OFFERING A 3-VILLA RESORT and a 2,600-square-foot, 2-story private home on Taveuni. This offering includes a total of 4 residences on 7 acres on the 3rd largest island in Fiji. Taveuni is the most beautiful and diverse of Fiji's 333 islands, known as Fiji's Garden Isle for its lush vegetation. Each villa at Taveuni Palms sits on its own private acre of beachfront and boasts its own private pool and entertainment center, which includes a flat-screen TV, DVD, CD player and iPod with indoor/outdoor speakers. The entire retreat is furnished with unique pieces chosen for comfort, beauty and history. Decks and a pool surround each private Fiji villa at Taveuni Palms Resort.

Offered at $6,500,000

Own The Property Of A Lifetime, French Polynesia

OFFERING 15 WATERFRONT HOMES AND 2 RESORT VILLAS. Fully managed and serviced by Four Seasons, the private residences on Bora Bora represent one of the most exclusive resort-home opportunities in the world. Providing either lagoon or Pacific Ocean frontage, these rare homesites range from half of an acre to 1.25 acres.

Offered at €3,500,000 to €8,900,000

Villa Montalcino, Siena, Italy

ENCHANTING 16TH CENTURY VILLA can transform into a boutique "Hotel de Charme" of 18 to 20 rooms. The villa is currently subdivided into 3 independent units, each with 4 bedrooms, 4 baths, a kitchen and a living room with garden and country views. Renovated using materials by local artisan construction techniques. **www.MontalcinoEstate.com**.

Offered at €3,800,000

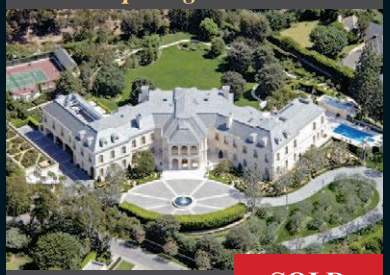
After Years on the Market, the Most Exclusive *Trophy Properties in America are* Selling…

Copper Beech Farm

SOLD

Listed: 2013
Selling Price: $120,000,000

Spelling Manor



SOLD

Listed: 2008
Selling Price: $85,000,000

Singleton House

SOLD

Listed: 2008
Selling Price: $75,000,000

Fleur de Lys Estate

SOLD

Listed: 2007
Selling Price: $102,000,000

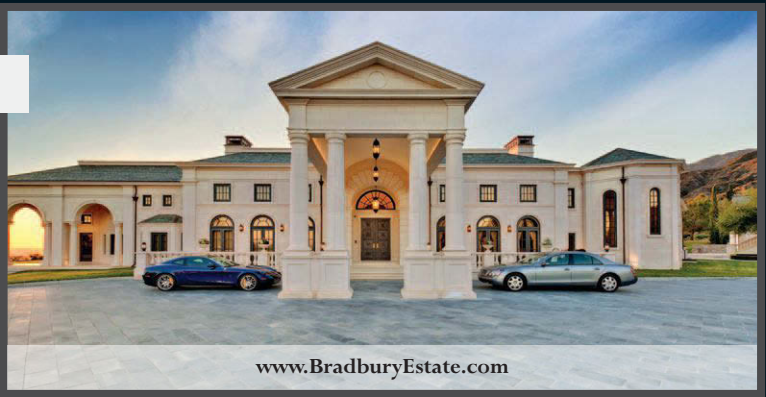
Serenity Estate

Now offered at $42,000,000

The Bradbury Estate

Now offered at $48,800,000

"One of the top 6 privately owned estates in America"
— *The Travel Channel*



Shelter Island

Now offered at $44,500,000

"One of the most impressive homes in the world"
— *Million Dollar Room*

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UNIQUE LIFESTYLES

Finding a Unique Home is only the beginning of creating The Unique Lifestyle. In this issue, we look at Garde Robe, a one-of-a-kind wardrobe storage and valet service; and we explore how design teams adapted two former hospitals into luxury residences.

PHOTO COURTESY GARDE ROBE

The Couture Valet

By Sarah Binder

Garde Robe's "wardrobe butler" service is the first and only of its kind.

In New York, the city that never sleeps, one can have any type of cuisine delivered to his or her residence at any time of night. On-demand delivery of an entire, freshly pressed wardrobe sounds slightly more complicated, yet Garde Robe, a luxury wardrobe storage and valet company, offers a menu of comprehensive services to organize, store and transport one's most valuable garments and accessories. It recently delivered a ready-to-wear wardrobe to a high-profile client on his super yacht, docked on the Hudson River beside the West Side Highway prior to embarking on a worldwide trip.

Garde Robe has found a successful niche, albeit one that caters to a wide variety of members, from relatively anonymous, well-off Manhattanites seeking more closet space to popular entertainers looking to store costumes from performances at presidential inaugurations or the Olympics. From royalty and Hollywood A-listers to rock-and-roll hall-of-famers and the world's premier design houses (Oscar de la Renta; Carolina Herrera), Garde Robe's member list largely reads like a who's-who in high-end fashion.

Founded 15 years ago, the company's services include cataloguing and caring for valuable couture, storing off-season wardrobes, coordinating luggage-free travel, providing visual access to members' personal collections via its signature Cyber Closets, and more. "We started before the Internet was as prevalent as it is today, and we were really the first storage company in the world to display online all of our members' belongings that were in our care," says Doug Greenberg, vice president of sales and marketing.

Garde Robe's massive loft storage space in New York (additional locations can be found in California, Florida and Las Vegas) is fully equipped with top-of-the-line security measures, climate control, and air purification. Approximately 18 full-time staff members are charged with caretaking the garments of about 350 current Garde Robe members, some of whom have more than 3,000 pieces at the museum-quality facility, says Greenberg. "If you're a collector, you want to work with people who live and breathe the same language as you," he says. "Our staff can speak to our members intelligently and eloquently about fashion, designers and labels, and they're highly trained in garment care."

Garde Robe provides in-home consultation and white-glove pick-up and delivery, so members never have to leave the comfort of

their home. Upon arrival, garments are inspected, catalogued and professionally photographed. Staff work with the member to create his or her Cyber Closet, which is accessible through an iPad app or on Garde Robe's website. Each item in the Cyber Closet is accompanied by a photo and detailed description including the designer, size, color, fabric, season and customized categories based on the member's specific needs. The company sends an inspection report to the member and then prepares each garment meticulously for storage. All garments are wrapped in acid-free tissue and either hung in imported garment bags or placed in breathable archival boxes.

Garde Robe's Cyber Closets provide a service even to those who have no need for the physical storage of their garments. "We can set up a Cyber Closet with a location field — Aspen, the Hamptons, Malibu — and members can see the wardrobes that are in those secondary homes. They want to have a way to track where their items are for inventory and insurance purposes," Greenberg says.

An additional major component is the luggage-free valet option, which prepares, packs, ships and delivers selected pieces or full wardrobes on-demand and ready-to-wear to jetsetters and business travelers anywhere in the world, whether the destination is a member's ski home in Aspen or their hotel in Paris. Demand for these services should continue to grow as the company makes its first international expansion this summer into Australia. "Garde Robe's great for pied-à-terre owners. We work in conjunction with the estate manager and set up the wardrobe on-site. If the member hasn't been in that home for nine months and their clothes were just sitting in a closet, the clothes wouldn't be in good condition — not nearly the same as freshly pressed," says Greenberg. "We deliver everything as-new and ready-to-wear."

Beyond its core services, Garde Robe offers its members access to experiences such as VIP treatment at Bergdorf Goodman, Fashion Week tickets, and the opportunity to attend dinner and events at New York's CORE Club. "We want to go above and beyond being just a wardrobe management service," Greenberg says.

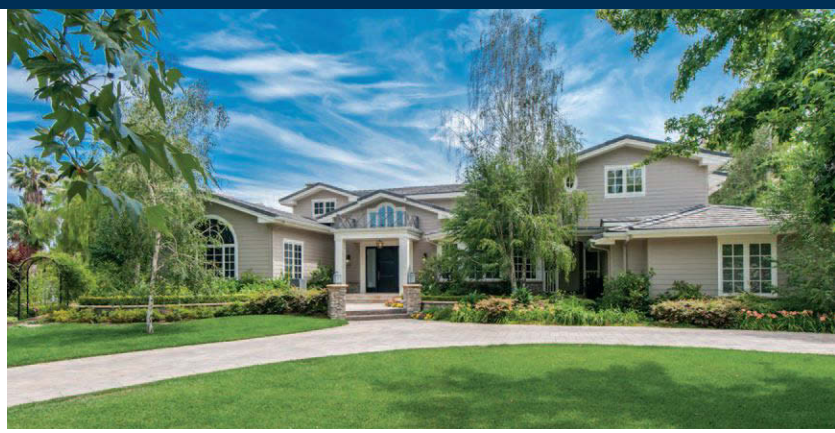
Garde Robe's Cyber Closet storage rates start at $350 per month and include the wardrobe consultation, set up of the Cyber Closet and iPad app, insurance, and complimentary pick-up and delivery in most cases. Garde Robe arranges professional dry cleaning and repairs on the member's behalf at-cost. UH

PHOTOS COURTESY GARDE ROBE

Westlake Village . California

• Nearly 16,000 square feet • 6 bedrooms and 11 baths • 4.3 acres • 2-story custom library • Sports courts and gym • 2-story game room/theater • Temperature-controlled wine room • Lagoon pool with waterfalls and slide

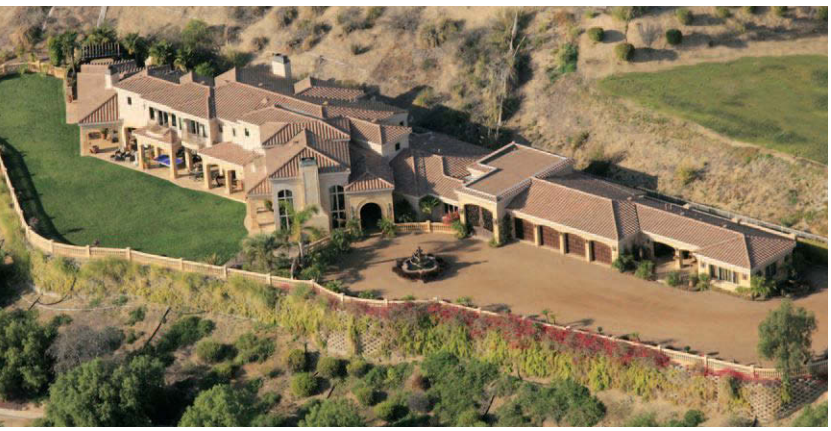
www.955VistaRidge.com • $14,900,000



Hidden Hills . California

• Nearly 8,300 square feet • 6 bedrooms and 8 baths • Completely remodeled • Temperature-controlled wine walls • Gourmet kitchen • Lounge with an onyx fireplace • Dog hotel • 2 pools • Cabana with a kitchen and fireplace

www.PremierHiddenHillsEstate.com • $7,749,000



Camarillo . California

• Over 9,600 square feet • Guest apartment • 2.78 private acres • Unobstructed ocean, mountain and city light views • Recording studio and music room • Nail and hair salon • Game room • 1st-floor master suite • Privately gated

www.SpanishHillsEstate.com • $4,500,000

Calabasas . California

• Approximately 7,000 square feet • 5 bedrooms and 6 baths • Unobstructed views • 3,000-bottle wine cellar • Screening room • Crestron system and security cameras • Gym • Pool and spa • 24-hour guard-gated community

www.GrandOaksEstate.com • $4,250,000

Westlake Village . California

• Approximately 9,000 square feet • Unobstructed golf course and mountain views • 6 bedrooms and 6.5 baths • Gated community • Office/library • Home theater • Huge kitchen • Custom pool and spa with waterfall and waterslide

www.EmeraldForestEstate.com • $3,995,000

Westlake Village . California

• Approximately 5,900 square feet • Nearly 1-acre private lot • 5 oversized bedrooms and 5.5 baths • Modern traditional estate • Single level • Massive center-island kitchen • Pool and spa • Fire pit • Magical setting with tree views

www.4187OakPlace.com • $2,999,950

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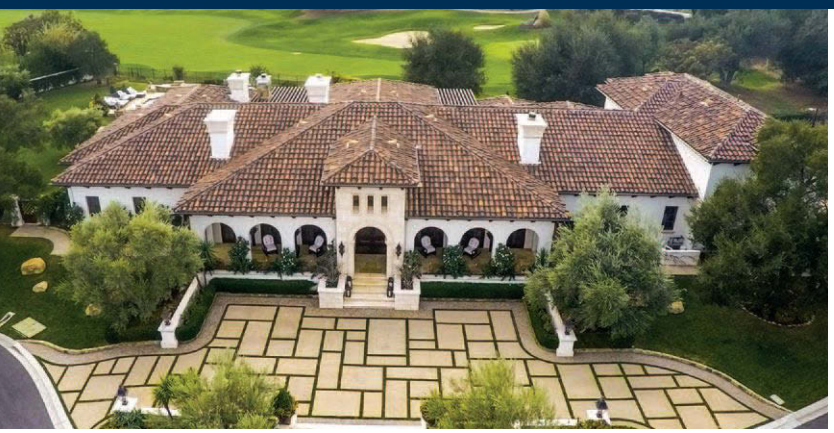

Lake Sherwood . California

• Approximately 7,800 square feet • Premium 1-acre lot • 6 bedrooms and 6.5 baths • Golf course and mountain views • Pool and spa with fountains and water features • Outdoor fireplace and outdoor fire pit • Manicured lawns

www.PremierSherwoodEstate.com • $7,500,000

Lake Sherwood . California

• Nearly 8,400 square feet • Unobstructed views • Remodeled with unparalleled privacy • 1st-floor master suite • Gym • Home theater • Game room with a wet bar • Pool and spa with water features • Crestron home automation

www.EliteSherwoodEstate.com • $6,995,000

Westlake Village . California

• Privately gated • 7,556 square feet • Nearly 1.5 acres • Beamed ceilings • Unobstructed mountain and city views • 5 bedrooms and 8 baths • 2 offices • Theater • Detached pool house/gym • Pool and spa • Manicured lawns

www.PremierNorthRanch.com • $4,249,000

Westlake Village . California

• Private 2.17-acre lot • Over 6,550 square feet • 5 bedrooms and 6.5 baths • Gym • Bonus/game room • Office/library • Sun deck with a hot tub • Pool and spa with water features • Outdoor kitchen • Covered patio with a fireplace

www.1045CheshireHills.com • $3,500,000

Lake Sherwood . California

• Over 5,000 square feet • Mountain and lake views • Decorated with modern finishes • Master suite with his and hers closets • Balconies and a deck with gorgeous vistas • Backyard with an outdoor kitchen • Cascading waterfall

www.UpperLakeEstate.com • $2,895,000

Lake Sherwood . California

• Over 5,100 square feet • Unobstructed lake and mountain views • Office/library • Screening/media room • Master suite with a fireplace and balcony • Pool and spa • Children's play area • Private boat dock • Direct lake access

www.210LakeSherwoodDrive.com • $2,999,950

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Calling the Design Doctors

Two former hospitals turned luxury residences are serving as modern-day examples of adaptive reuse and creative redesign.

By Camilla McLaughlin

Two adaptive reuse projects in diverse cities — New York and Miami — are bringing new life to old buildings, and creating distinctive residences with an immediate sense of place. These examples demonstrate the opportunities that lay hidden behind the walls and ceilings of hospitals. Although a residential focus is entirely different here, injecting new vitality into an old building and healing a location are very much in line with the original purpose.

In New York, a Beaux Arts classic, Rutherford Place, has been transformed into a unique mix of duplex, even triplex, residences. Noted architect Robert Henderson designed the original structure as a maternity hospital, which was a gift to the city from J.P. Morgan. One of the city's turn-of-the-century classics, it is located in the Stuyvesant Square and Gramercy Park neighborhood, an area locals once dubbed "bedpan alley" because of the number of hospitals.

"The building also has the kind of details they were putting into public buildings" in that era, observes Richard Cantor, a principal of Cantor-Pecorella, the exclusive marketing firm for the building. Carvings of shields, flowers and babies in swaddling clothes highlighting the exterior are a reminder of this past life. The lobby, which like the building is also landmarked, is quite spectacular with original 100-year-old elaborately carved Carrara marble, a gold-leaf-coffered ceiling, marble walls and wrought-iron doors. By contrast, the open, airy, light-filled residences are contemporary. The best is yet to come here. The top three floors, still to be readapted, will be over-the-top penthouses with extensive square footage. For owners, they offer something not often found in today's market — a unique hybrid experience of something old and something new, according to Cantor.

In Miami, the former Miami Heart Institute, now the Ritz-Carlton Residences Miami Beach, has been reborn as a modernist building, designed by notable Italian architect Piero Lissoni. It seems entirely fitting, seeing as the exterior evokes Miami's Art Deco heritage. The original building on the site, The King Cole Hotel developed by Carl Fisher, the founder of Miami Beach, eventually was demolished and replaced by the Miami Heart Institute, which moved to another location in 2004. The old hospital became an albatross in the coveted suburban neighborhood that had grown around the 7-acre site.

Existing structures in Miami are usually not good candidates for adaptive reuse. "They are not fully modernist. They have small windows and lower ceiling heights. You can save them, but they don't achieve that wonderful luxurious modernism of big expansive views and lots of light and air," says Allison Greenfield, an architect and partner at Lionhart Capital, the developer of the Ritz-Carlton Residences Miami Beach. "It's only by serendipity I think at this point something like this could happen. We were very lucky to have a building that was institutional and a hospital. There was so much mechanical stuff that went into a hospital that is hidden behind those low drop ceilings. The space between the actual floor plates is super high." The space between the floors allowed the developers to achieve ceiling heights of 10 to 12 feet in the residences.

The lush setting adjacent to a lake is exceptional, and current zoning would not have permitted new construction, which makes the property even rarer. Being limited to 10 stories further enhances connections

Ritz-Carlton Residences Miami Beach

with the natural setting. The uniqueness of the setting and the architecture is repeated in the residences. "It's very much like you are getting into a vertical home," says Greenfield. Also, the original hospital had multiple buildings at different heights, which, Greenfield says, "enabled us to give a really wonderful indoor/outdoor living experience for a vertical building. We have units with 2,000 square feet to 3,000 square feet terraces." Some even have plunge pools.

And, unlike many new buildings where residences are typically boxes with a few standard layouts, both of these buildings offer a huge range of floor plans and configurations not typically found in condominiums. At Rutherford, no two apartments are alike. Most residences are a duplex or triplex with ceilings up to 17 feet, and feature oversized windows as high as 10 feet. A number of apartments also feature private patios and terraces, many with breathtaking views of Stuyvesant Square and Lower Manhattan. There are 69 different floor plans at the Ritz-Carlton.

While serendipity might have a hand in the process, creative vision and unique design inspire the residences in both buildings. UH

Ritz-Carlton Residences Miami Beach

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10 Essentials Buyers & Sellers Need To Know Today

By Camilla McLaughlin

UNIQUE HOMES REPORTS:
What is the High End?
The fourth in a six-part series dissecting the who, what, why, where and how of luxury in 2015.

When viewed from the mid-decade vantage point, the landscape of luxury real estate looks quite different than only a few years ago, and many buyers, sellers and even some agents are still trying to figure out the lay of the land.

Recently, George Harvey, a real estate broker in Telluride, Colorado, ran into an acquaintance who asked, "Gee, that old dilapidated house on Main Street, what do they want for that?" Harvey's response, "Well, that sold a year and a half ago and it's being remodeled now," was similar to others he's frequently had to make this year.

Perhaps nothing better illustrates the disconnect between consumer perceptions and the reality of real estate today than this scenario, only one of a number being played out in markets across the country. The essential elements of the deal, the buying process, may be the same, but almost everything else related to luxury real estate has changed.

"It's a high stress, time-pressed world and real estate, especially in the high end, is at the center of all that. We've literally gone from a time just a few years ago when we couldn't give things away to a highly competitive market where response time, access and communication are key to a successful transaction today," explains Stephanie Anton, executive vice president for Luxury Portfolio International.

Whether you are a seller trying to net your best — and perhaps record-setting — price, or a buyer looking to capture a prized residence, the art of the deal has never been more challenging. To mine the best strategies, we've tapped a number of top industry experts.

GET THE POST-RECESSION MINDSET.

"The recession was so long that some haven't quite figured out that it's over," says Harvey. Sales haven't reached the fever pitch of Denver, but the recovery has been full-on in mountain resorts such as Telluride and Park City, which were late comers to the party. Telluride's April stats show the second highest sales volume and largest dollar volume in six years. It hasn't quite tipped into a sellers' market yet, but buyers need to understand the deals of only a year or two ago are long gone.

"In most markets, there are a lot of competitors for good properties and throwing out lowball offers is not a workable game plan. Find a property you like, have your brokers provide you with as much information as possible, and negotiate aggressively on your behalf to secure the lowest price. A ridiculously low offering price takes the skill of your agent out of the equation," shares Bob Hurwitz, president of Hurwitz James Company.

TIME IS OF THE ESSENCE.

Time, or the lack of it, has become an overriding value for affluent consumers worldwide and this new

TIME TO GET REAL WITH VALUE.

"A hot market doesn't suddenly drastically lower the IQ of wealthy buyers," quips Bob Hurwitz, president of Hurwitz James Company. "Sellers of quality luxury homes are in a strong position now, but that can be a double-edged sword unless greed can be tempered with common sense. Although some ultra-affluent buyers who are not super discriminatory in terms of valuation will occasionally alight and create a stir, most people with money will not stupidly overpay. A hot market does provide a stage for achieving record-setting sales if all aspects of marketing and negotiation are handled with savvy and professionalism."

"Sellers need to be realistic, and let's be honest, in luxury they need to try as best they can to keep the emotion out of their sale. Some do this very well. Others need to get real with value," says Ann Miller, brand manager for The Re/Max Collection.

Often, Masha Halpern, a broker with Keller Williams Luxury Homes International in Chapel Hill, North Carolina, will show prospective clients homes that would compete with theirs, even taking a premarketing tour to help clients gain perspective on the market.

luxury value influences everything from how quickly deals are done to the design of residences. "People want to save time. Everything is about faster, more efficient," says Anne Riley, a broker with Alain Pinel Realtors, who believes time has a greater value today than money. "High-net-worth individuals are busy people. Time is an essential factor in their day-to-day living. They love conveniences, quality services and goods," explains Carol Ann Hewitt, owner of Oxford Realty International in Orlando.

GETTING ON YOUR GAME.

When demand heats up a market, everything speeds up, which means buyers have to be on their game from the start. Being pre-qualified just doesn't cut it today. "Buyers really need to be prepared when they start the buying process. It's crucial to have your financial situation known and secured. If you are a cash buyer, make sure you can show documentation at contract execution that you have liquid or available cash," says Masha Halpern, a broker with Keller Williams Luxury Homes International in Chapel Hill, North Carolina. "Sometimes having your financing done and very short due diligence and closing periods can really sway a homeowner to select your offer over another."

One thing Ann Miller, brand manager for The Re/Max Collection, hears from both agents and lenders is that buyers need to come fully prepared to close, even prior to going on an appointment, which means that all their documentation is in and if necessary, they could go and sign on that dotted line and close a loan that day.

AFFLUENT CONSUMERS ARE SAVVY BUYERS.

"The big box is going away," says Casey Margenau, owner of Casey Margenau Fine Homes and Estates in Virginia. It's not just about square footage anymore. Instead, most affluent buyers expect a residence to be a catalyst for lifestyle, and they have a good vision of what that entails. "The seller should understand that these clients, certainly on the luxury end, are very knowledgeable. Very well versed," says Marisela Cotilla, a broker with Douglas Elliman Real Estate in Boca Raton, Florida, who often finds "buyers come with their designers, their architects in tow."

Rather than comparing homes in one location, affluent buyers, especially looking for second or third

homes, often will compare different cities. Growing quickly too are cadres of those who can opt to work and live pretty much anywhere.

YOUR AGENT IS CRITICAL. CHOOSE WISELY.

Fifteen years ago, the buzz in the industry was that agents would be casualties of the digital revolution. Jump ahead to 2015. "The purchaser is empowered like no other time in history. There is a lot of information and the reality is that information is trying to persuade you to buy something," says Margenau. Just getting the information is one thing, but deciphering the nuances of the market is still a little bit more complicated.

"What consumers have is information, but what they don't have is knowledge," says Riley. "They can look at the charts, but they don't know how to value that price on that property."

Today, determining value is only a small part of the agent's role. "The difference between your agent having the skills, experience and acumen is quantifiably measurable both in the loss or gain of millions of dollars or the lack of a sale at all," advises Hurwitz.

The industry has seen a flood of newbies and many aggressively prowl online and off for luxury clients. You really need to know about an agent's experience in the marketplace, how many homes they have sold in various price brackets, how they are cross-marketing and where their buyers are coming from. "You need to be sure you are getting the right information. Getting a general overview is not enough. You've got to dial it down because this is an exquisite and unique property and you want to be sure it's being marketed to the right people because the stakes are high," says Miller.

"There are so many requirements and laws and regulations that differ from city to city and it all needs to be handled expertly," shares Riley, who advises consumers, both buyers and sellers, to look at the company as much as an individual agent. "If you have a good company, you have attorneys who make sure those agents are being educated and qualified. People need to be more investigative."

IS CASH STILL KING?

Whether or not to pay cash is still a portfolio play for the affluent. Cash dominates, but financing is coming back. "Everything is not all about cash sales now," says Miller. Additionally, some financial institutions are allowing their private clients to borrow against collections. "It's not just the wine collection. It's the art collection. It's the jewelry or the yacht. I can't say it's the norm but it's now being a much more accepted form

continued on page 40

TECHNOLOGY CONTINUES TO BE A CHANGE AGENT.

"Technology is now at the forefront of every transaction, from the search and the dominant reliance on the Internet, to communication — agents are constantly telling me about how they've practically had entire deals done via text message — to an almost paperless transaction. Buyers and sellers have changed along with this, with higher expectations regarding online marketing, instant communication and immediate access," observes Anton.

This fast-paced world also spills over to marketing, raising the bar on required expertise and also on costs to properly expose an upscale property. Traditional avenues, especially print, are still very relevant say experts, and savvy agents implement a mix of tools including elaborate film-quality video and aerial photography.

"It's more expensive today to market and advertise a home than it was 10 years ago or even five years ago. It's more expensive to do it and to do it right. You've got to get the image out right because people are doing so much more work in their living room than going out and driving around and taking a look at houses," says Margenau, noting that marketing can be a positive or a negative. "Someone could look at the property and if it's not done well they could discount it even if it might be the right property for them."

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PRICE: ~~$5,500,000~~ $4,750,000

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PRICE: $2,150,000

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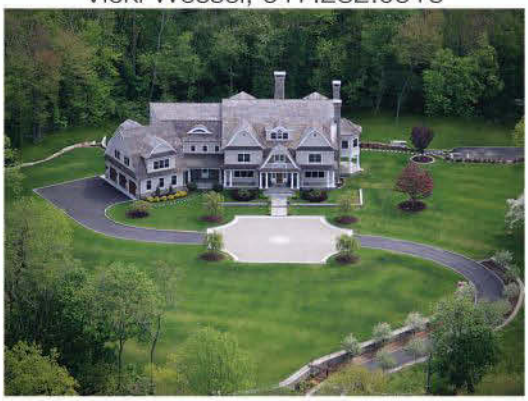

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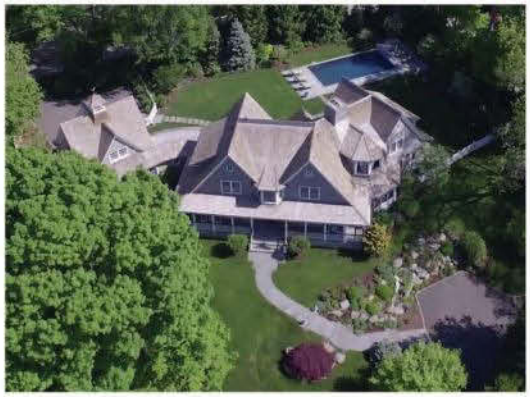

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10 Essentials Buyers & Sellers Need To Know Today

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of borrowing. Some see this as a similar but different avenue than borrowing against money saved for retirement," explains Miller.

NOT JUST THE BOOMERS.

More than boomers populate the luxury market today, as the average age of the super-rich continues to decline. Some of the best examples of the trend toward younger buyers can be seen in new developments in Florida. Targeted toward families, they are larger and include a range of amenities and services, so families are even opting to leave the nanny at home. At The Mansions at Acqualina, a sold-out oceanfront residential development in Sunny Isles Beach, Florida, 16 percent of its buyers were 35 years old and younger, with an average age of 45. Also well received by younger buyers is a sister development currently underway, which has an even greater focus on children's amenities, including an ice skating rink.

Hurwitz says two of his largest recent sales were to online game designers/owners and he routinely works with buyers, often from Silicon Valley, who are under 40 years of age. In Florida, many second-home buyers are often younger affluents with children. Another trending demographic are second or third marriages, where spouses span generations. Both are dedicated to spending this time with their children and the family.

GLOBALIZATION OF LUXURY.

Few real estate trends have received as much press as the surge in foreign buyers in the U.S. Recent data shows international buyers spent over $100 billion in U.S. properties in the last year, with Florida, California and Texas the top three destinations. Although global interest is focused on select cities, international demand is expanding to more locations. "It's been happening in pockets, but we are just starting to see it inside of the country," says Anton, noting, "It's a movement, and it's happening, but it's not the end of local buyers." Miami ranks third among U.S. cities favored by international buyers. Michael Goldstein, president of sales for The Mansions, says about 60 percent of its buyers hail from North America. There is a strong South American presence, as well as buyers from Russia and Israel.

The attraction extends beyond properties and locations. Instead, it's about privacy and security and, according to Riley, where you want to take your money and your wealth.

National developers and local builders have responded to what international buyers want by creating luxury, amenity-rich communities, with a guarded entrance to guarantee privacy, and quality-driven homes with household conveniences and high-end quality interior finishes, says Hewitt of her market, which is a top international destination.

Globally, "real estate is starting to process more similarly than differently," says Anton. "No matter a person's origin, the affluent consumer today cares about very similar things. Whether it's their overarching concerns for their family and business to the way they see and invest in the world. They travel to the same places, invest in similar opportunities/markets, et cetera. And they're spending their money similarly as well. All of this is simply evidence that their confidence is back, in a big way."

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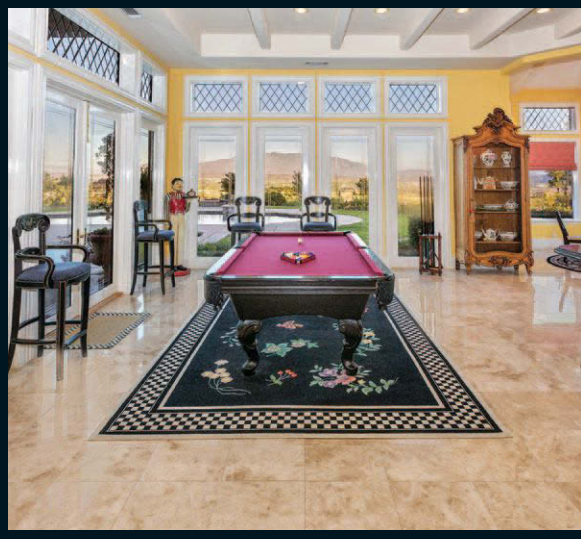

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Limited inventory in America's most renowned waterfront areas has caused prices to continue their upward climb. Thanks to improvements in the economy and a more stable real estate market, American coastlines continue promising sales trends, offering some of the most sought-after waterfront opportunities in the world.

NEW ENGLAND

The waterfront enclaves of New England have continued to be an exclusive destination for buyers and vacationers, with a rich history as a retreat and a very small inventory of homes for sale each season.

In recent months, waterfront properties in Nantucket have drawn buyers from as far away as London and Switzerland. According to Gary Winn, principal broker and owner of Maury People Sotheby's International Realty in Nantucket, "Prices have been higher than ever before — even higher than they were at the height of the market in 2007. There's only a handful of properties available on Nantucket and they all sell every year."

Topping Winn's list of current high-priced listings is a beautiful beachfront home offered for $21 million. Winn doesn't expect much new building, as there isn't available space for development in the area. As a result, Winn expects "prices to continue to rise because of a lack of inventory, with buyers coming from everywhere."

Cape Cod's proximity to Boston make waterfront homes in the area among the most sought-after in New England. Paul Grover, co-owner of Robert Paul Properties explains, "we just had the worst winter on record, so people are eager to have waterfront properties. The spring market started late for us, but since it started, agents have been very busy and buyers are scrambling to find properties." So far this year, Grover already has closed on five houses in the $4.5 million to $6 million price range, which is only one sale short of his total for the whole year last year.

While Cape Cod has a year-round market and economy, Grover describes the waterfront market in Cape Cod as primarily summer retreat buyers. He shares, "waterfront luxury listings tend to be for the seasonal user. A lot of people in the financial, tech and pharmaceutical industries are generating a lot of wealth in Boston, which is renowned worldwide for the things being created there." Cape Cod offers a very diverse community of individuals from an array of different industries, making it a wonderful place to live in terms of culture and amenities.

In Martha's Vineyard, a finite number of properties become available for purchase every season. Bobbi Flake Reed, proprietor of Viewpoints Real Estate, explains, "Most of the buyers that I work with are children of long-standing owners or tenants, or have been tenants themselves. They know they want to be on the island and want to have a house to pass on to their children. Some of my buyers have waited years for the right property to come up for sale. Other buyers have visited the island for the first time, fallen in love with it, and moved forward with purchases."

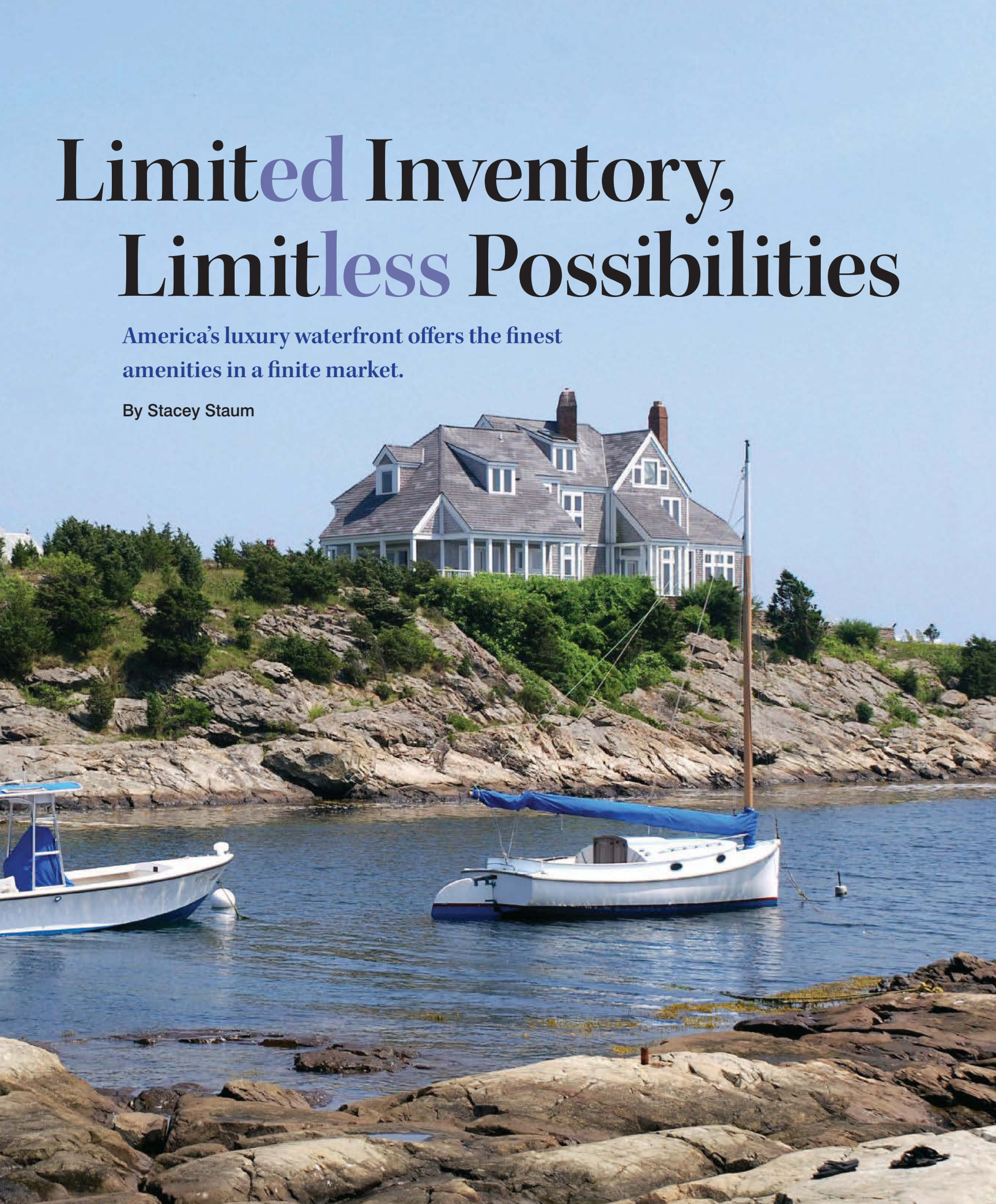
In terms of pricing, Reed explains, "The bulk of the sales were in Edgartown, one of the Vineyard's six towns. Six of those sales were in excess of $10 million with a high of $22 million, and 10 of the sales were in excess of $5 million. A Vineyard Haven sale for $11 million was the highest recorded sale in that town."

Martha's Vineyard offers a one-of-a-kind experience for buyers. Reed describes life on Martha's Vineyard as "far removed from the sometimes frenetic lifestyle off island. People choose an easier life where eating lobster rolls on the beach and watching a sunset can be just as appealing as a dinner at a 5-star restaurant. The Vineyard is a mecca for authors, poets, dancers, actors and educators. Children have a wonderful independence on the island with art, sailing and nature camps, sports activities and family beach days. The island has

Limited Inventory, Limitless Possibilities

America's luxury waterfront offers the finest amenities in a finite market.

By Stacey Staum



Sarasota, Florida

something for everyone and for every generation."

CALIFORNIA

As the premier West Coast location for waterfront properties, California continues upward sales trends with a limited inventory, which drives prices up significantly.

Randy Solakian of Coldwell Banker Previews International in Santa Barbara and Montecito, explains that the market in the area "is very finite and consequently commands premium pricing." Since premium properties are in such short supply, homes in the area have sold for as much as $20 million in recent months. The Santa Barbara area offers what Solakian describes as "a really optimal combination of circumstances where you have year-round mild weather, an incredible natural beauty with the ocean and mountains and very clean air and foliage."

Solakian continues, "There's a depth of culture here, with arts, music, a business community and a social community that is, in some ways, superior to a big city." The Santa Barbara and Montecito area is a particularly sought-after region because of its history as a Southern California landmark. Solakian elaborates, "There's never going to be another community with so many amenities and with a 100-year history. Because of the history and the legacy families here, there's a real passion, attachment, responsibility and accountability of residents who feel responsible for the health and well-being of the community."

According to Solakian, high-profile residents with tremendous wealth bode well for the future of the market, as these individuals are not profoundly impacted by market fluctuations.

The Carmel and Pebble Beach areas also enjoy an active and secure market. Tim Allen of Coldwell Banker Del Monte Realty shares that while many of his second-home buyers come from the Silicon Valley, buyers from across the country and around the world enjoy the unspoiled coastline, world-class golf and recreation.

Allen describes the markets in the area as offering a variety of listing prices: "In Carmel, which is the hub of the waterfront market, properties are in the $2 million to $4 million range and are the most liquid products in our inventory. Oceanfront properties in Carmel and Carmel Highlands run from $4 million and up, but Pebble Beach oceanfront will run from $17 million to $20 million, with some sales even higher than that."

Allen feels "very positive about our market going forward. What's so positive is the depth and breadth of the market because it's sustainable. Unlike in the tech bubble, there's real money out there, so the market will be healthy for the foreseeable future."

THE SOUTHEAST

The Southeast has shown marked increases after taking an especially hard hit following the market dive in 2006. Experts have noticed increased sales as the result of increased employment opportunities and new development.

The Georgia market has been picking up in recent months. According to Julie Barnett of Harry Norman Realtors, Georgia is a prime destination for luxury waterfront buyers. Barnett explains that the Lake Burton area is a popular retreat for second-home buyers in the Atlanta area, as well as Floridians looking to escape the heat, with listings as high as $5.9 million. She explains, "many people choose a lake home instead of a beach home because they can come for the weekend as opposed to traveling six hours from Atlanta to the beach." She says, "The Appalachian Trail and Tallulah River pass through our area and 67 percent of the area is national forest, so the area isn't overdeveloped."

Florida continues to offer a wide variety of waterfront offerings at a range of prices. Nick Farinella of Coldwell Banker Residential Real Estate explains that improvements in the economy and business expansion have been driving sales in the Cocoa Beach area, stating, "We have major companies in the area, and we expect 3,000 new jobs in the next two to three years. Companies are hiring again, so we have a really good outlook over the next five years." Waterfront properties in the Cocoa Beach area range from $460,000 to $2.5 million.

Lynne Koy, of Coldwell Banker Residential Real Estate describes her market in Sarasota/Manatee County as very active, with about 30 properties listed for over $1 million.

According to Koy, a wide demographic of individuals is buying, including baby boomers, Millennials, celebrities and international buyers. Home sales have improved both in volume and closing time; while high-end sales took about a year previously, closings are now occurring in 30-90 days. She shares three trends that she has noticed: "The total sales in Sarasota were the highest in the history of record keeping; the Sarasota/Manatee County area was recognized as having the highest number of cash transactions; and speculative building has returned, so there's a lot of new development." Koy is optimistic that these trends will continue in the coming years. UH

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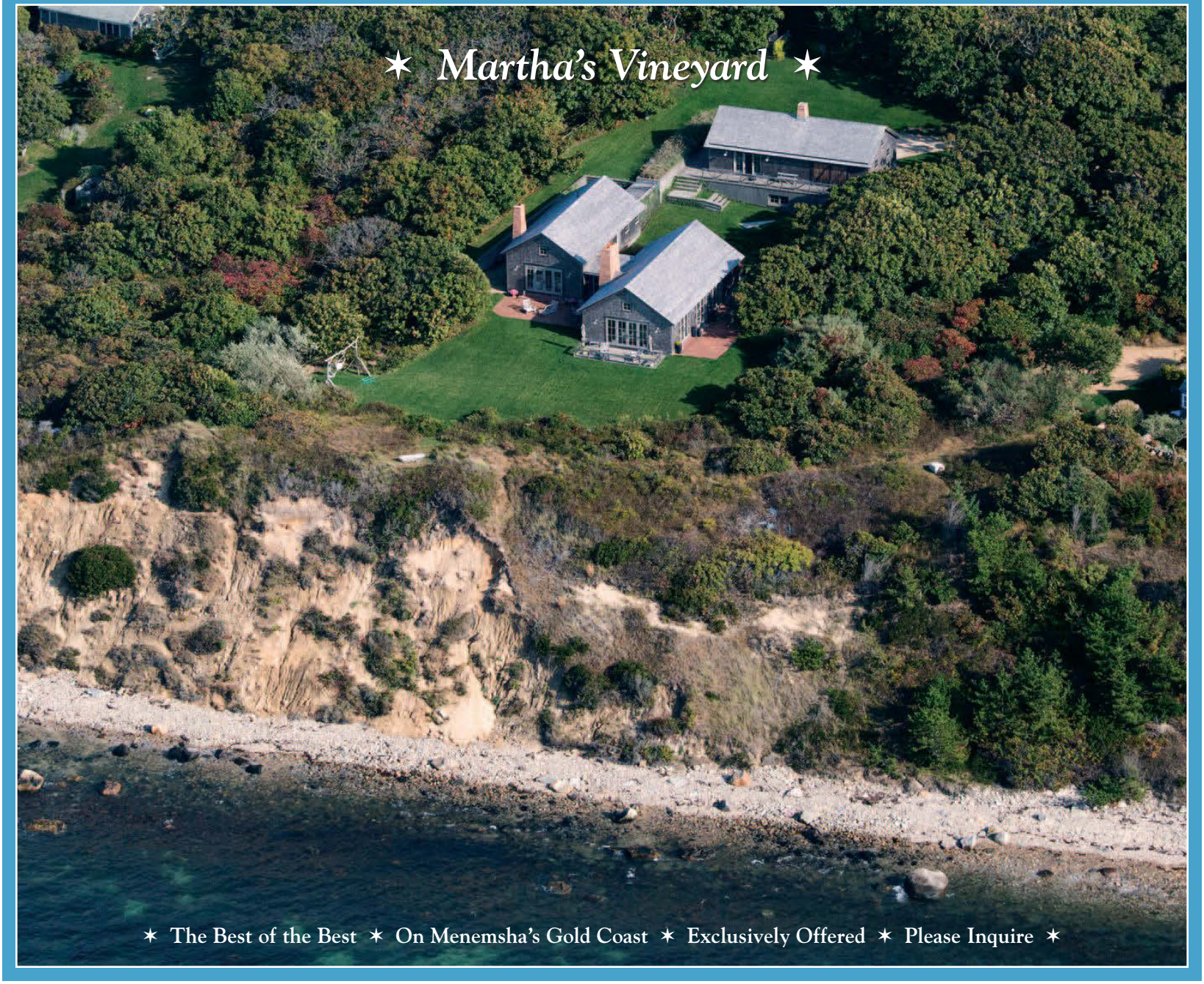

OVERLOOKING WEST CHOP LIGHTHOUSE

Martha's Vineyard
Massachusetts

Built in the 1900s for a whaling captain, this stately home sits above the West Chop Lighthouse with views over a manicured, rolling lawn towards Vineyard Sound and the Cape. Unlike similar homes of this era, each floor affords spacious rooms with high ceilings, including the large formal dining room, eat-in kitchen with a butler's pantry and formal living room that opens to a lovely screened-in porch, viewing the Lighthouse and Sound. The master suite on the 2nd floor has been renovated, as have several other bedrooms and baths. A spectacular widow's walk with panoramic views to the Cape make this an ideal gathering place for family enjoyment or private relaxation. $4,250,000.

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QUINTESSENTIAL VINEYARD HOME

Martha's Vineyard
Massachusetts

A charming combination of old and new, this turnkey home is located on 1.24 acres in West Chop, with easy walking to the beach, West Chop Club, West Chop Woods and Vineyard Haven. Natural light streams throughout the living and formal dining rooms, making for a cozy spot in the winter and a breezy, cool spot in the summer. Entertain on the deck or enjoy the fabulous outdoor shower. Off the living room, find a large master suite with picture windows overlooking the grounds. Enjoy the eat-in country kitchen with an adjoining butler's pantry and 2-bedroom separate living quarters. There are 3 bedrooms upstairs, perfect for extended family. $2,475,000.

WATERFRONT FOR RENT THIS AUGUST

Martha's Vineyard
Massachusetts

This 8-bedroom, shingle-style home, renovated with discriminating style and taste, overlooks manicured grounds, plantings and flower beds. The sunset views over the Sound from the living and dining rooms, porch and private balcony off the oversized master suite are not to be missed. There are ample gathering spots for multi-generations including a country gourmet kitchen with an adjoining den, living room, game and television area and porch. This house has all the amenities needed, combining both a feeling of intimacy and spaciousness. The private beach awaits, so enjoy long walks, tide rides, fishing and kayaking. Rental (#173) price upon request.

MINK MEADOWS WATERFRONT LOT

Martha's Vineyard
Massachusetts

This is a rare and wonderful North Shore sanctuary with a new 3-bedroom septic system in desirable Mink Meadows. This is one of the most beautiful stretches of fabulous, sandy beach with calm waters. This 2.06-acre lot offers gorgeous views of Vineyard Sound to the Elizabeth Islands and Cape Cod. As part of the Mink Meadows Association, enjoy preferred membership status at the Mink Meadows Golf Club, a challenging, beautifully maintained course with water views. Outdoor activities abound nearby with kayaking, tide riding, clamming, boating and golf. Take the plunge and make your dreams come true with this one-of-a-kind , idyllic offering. $1,295,000.

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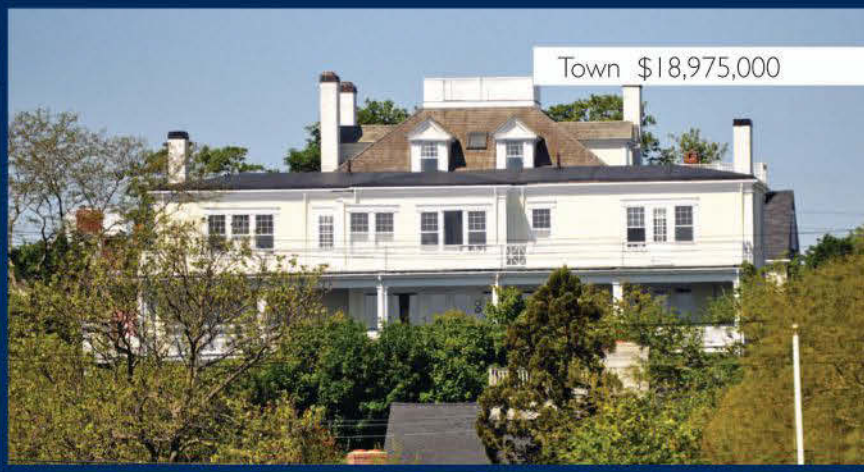
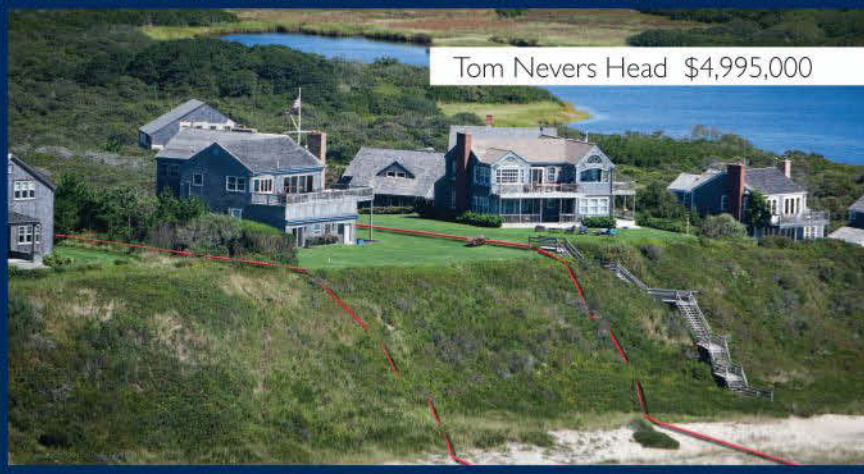
gary@maurypeople.com
508.330.3069

NANTUCKET ISLAND

Dionis $21,500,000


Town $18,975,000

Sconset $9,995,000


Tom Nevers Head $4,995,000

West of Town $9,875,000

Monomoy $7,500,000

Polpis $4,995,000

Town $3,400,000

Quaise $1,995,000

Sconset $1,795,000

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Cape Cod . Massachusetts

Harwich — This pond-front sanctuary has a private dock for swimming, fishing and boating on the sparkling waters of Long Pond. A 2-story foyer overlooking the pond beckons you into this truly magnificent residence. The beautiful 1st-floor master suite features a fireplace, water views and a deck. $1,995,000.

Cape Cod . Massachusetts

Harwich Port — In Allen's Harbor Association with a private beach on Nantucket Sound and walking distance to the village, this spacious 4-bedroom home offers a 1st-floor master suite and 2-story cathedral great room with open living space, an office and a family room. $1,799,000.

Cape Cod . Massachusetts

West Harwich — With Nantucket Sound views from atop your lovely knoll and only steps to the beach, this 4-bedroom Cape with beamed ceilings, a fireplace and wide pine floors is surrounded by a beautifully landscaped .33-acre lot. Enjoy ocean views and breezes from the bedroom balconies. $1,499,900.

Cape Cod . Massachusetts

Dennis Port — Enjoy sweeping views of the ocean from this 5-bedroom classic beach house where summer memories are made. Sitting high above Nantucket Sound, this beachfront home has a master bedroom with a private water-view balcony, 2 family rooms, a garage and a protected seawall. $1,395,000.

Cape Cod . Massachusetts

Harwich Port — This 4-bedroom Cape with a large family room, private master with a balcony and private backyard enjoys a Wychmere Harbor location with private beach rights and an easy walk to Stone Horse Yacht Club. After a day at the beach or sailing, take a stroll into town for shopping and dining. $1,295,000.

Cape Cod . Massachusetts

Harwich — In a one-of-a-kind setting with a private sandy beach and a .76-acre site abutting conservation land, this spacious home offers a master suite, 3 guest bedrooms and 5 baths. Relax on the wraparound deck with spectacular sunrise and sunset views overlooking Nantucket Sound. $2,400,000.

WHO'S WHO IN LUXURY REAL ESTATE

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Kinlin Grover Real Estate
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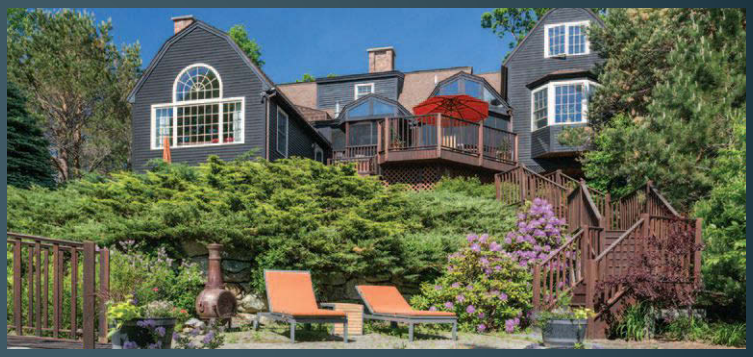
WOLFEBORO Magnificent Lake Winnipesaukee estate on Hopewell Point offers a rare opportunity to own 550 feet of waterfront, a wonderful two-slip, 28-by-51-foot boathouse and 12.5 acres with breathtaking panoramic views from sunrise to sunset. **$6,500,000**

WOLFEBORO Lake Winnipesaukee 3-bedroom home is on a spectacular 3.2-acre property with 240 feet of waterfront overlooking "The Broads." The boathouse deck boasts breathtaking views up to Moultonborough and down to Alton, and an exceptional 2-bedroom guesthouse overlooks a pond. **$2,350,000**

WOLFEBORO Spectacular location – beautiful sandy beach and dock on Lake Winnipesaukee, open concept living in this contemporary Colonial with a state-of-the-art kitchen. Truly a one-of-a-kind home and location. **$2,300,000**



EAST ALTON Outstanding Winnipesaukee property! This charming 5-bedroom Cape with far-reaching sunset views is beautifully landscaped with decks, beach, gazebo and a dock, and also boasts an elegant and gracious interior, outstanding in every way. **$1,795,000**

MOULTONBOROUGH An extraordinary 370 feet of Lake Winnipesaukee waterfront luxury features 2 walk-in sandy beaches leading to crystal-clear waters with extravagant views across "The Broads." Enjoy 3 levels of living with 4 bedrooms and 4 baths. **$1,695,000**

WOLFEBORO Beautiful Crescent Lake waterfront estate boasts an expansive 200 feet of shoreline, a dock, sandy beach and multiple decks. The gorgeous and spacious interior includes a master suite, vaulted ceilings, sunlight and water views! **$1,230,000**

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ANTIQUE ESTATE WITH PRIVATE BEACH!

BASS RIVER Truly unique and amazing 11 bedroom, 6 bathroom, salt waterfront antique estate on Lower Bass River! One of a kind 1850 cape and guesthouse offers a private sandy beach frontage and deep water dock near the mouth of the river. Several fireplaces, wood floors, 2 car garage, and home warranty too! **True Cape Cod charm! $1,875,000**

JUST STEPS TO THE MARINA AND BEACH!

BASS RIVER Prestigious Pleasant Street is the location for this impeccable classic 4 bedroom, 3.5 bathroom colonial situated on nearly an acre of beautiful grounds. This home features an updated kitchen, wet bar, master suite, sun room opening to an attractive terrace with hot tub, lovely gardens, 2 car garage, circle driveway, and much more! **$995,000**

ENJOY OUTSTANDING PANORAMIC VIEWS!

WEST DENNIS Custom cape set on a private 1.23 acre beachfront site, which enjoys panoramic views of Bass River with sandy water frontage. This 3 bedroom, 2.5 bathroom home features a custom kitchen, great room with fireplace overlooking the water, nice den, or office, a first floor master with en suite, large deck, and detached garage. Extra lot available **$795,000**

ANTIQUE SALT WATER BEACHFRONT!

BASS RIVER Fully restored 18th century antique cape on Bass River has views to the ocean and exceptional private setting. With 5 bedrooms, multi bathrooms, massive carriage house and fireplaces, wide pine floors and impressive antique features this unique property can be your place on the Cape where memories are made. Dock permit in process. **$2,995,000**

NEW SALT WATERFRONT SIGNATURE ESTATES!

WEST DENNIS Site work has begun for construction of 4 custom signature estate homes. Pecoy Homes is the designer and builder of quality homes throughout New England. This scenic salt waterfront knoll enjoys panoramic ocean and river views. It is just steps to the gorgeous beaches of Nantucket Sound. Elegant yet comfortable beach side living can be yours. Lot prices; **1.7857 acres $695,000 1.5074 acres $750,000 1.1142 acres $785,000 1.6123 acres $825,000** Total package prices begin at **$1.7 millon.**

OVER 8 PRIVATE ACRES OF LAND!

S. YARMOUTH Exceptional opportunity for this country estate on over 8 acres of level land, which includes an additional buildable lot. Located in a very quiet area abutting conservation land, cranberry bogs, and steps to town landing on Upper Bass River. This quality constructed 3 bedroom, 2.5 bathroom colonial farmhouse offers over 2300 sq. ft. with an attached 2 car garage, 20 foot deck, and home warranty too! **$725,000**

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Dick@DickMartinRE.com

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www. CapeCodERA.com

CAPTIVATING WATERFRONT COLONIAL

Bristol, RI - Beautifully sited on 6.17 acres overlooking Narragansett Bay in prestigious Poppasquash Point, this handsome 5,580 sq. ft., four-bedroom, 4 1/2 bath home enjoys amazing sunset and Bay views, a sweeping lawn to the water's edge, 335 ft. of beachfront, a pool and cabana. This gracious center hall Colonial was custom built in 2009 with exceptional architectural details, spacious living areas, three fireplaces, a delightful kitchen and family room, three en-suite guest bedrooms, numerous green features, including a geothermal system and includes a 2.7-acre waterfront lot. A dock and mooring are possible. The home may also be purchased on just 3.4 acres for $3,425,000. $4,450,000

Patricia Orsi
401.487.1789

COTTAGE-BY-THE-SEA

Jamestown, RI - Beautifully set on 1.01 landscaped acres, with 152 ft. of waterfront on Narragansett Bay, a dock, three moorings and a waterfront pool, this stunning, sun-swept 4,000 sq. ft home has been completely renovated and expanded. The picturesque 4-bedroom, 4-bath home blends the charm of a classic 1873 cottage with modern amenities. Sweeping views are enjoyed from the spacious family room with stone fireplace, gracious kitchen, dining area and intimate living room with marble fireplace, all of which open to the wrap porch and terraced entertainment decks overlooking the pool and Bay. The master bedroom wing has panoramic views, a waterfront balcony, fireplace and bath. A library, three guest bedrooms and a walk-out lower level complete this perfect package. $3,500,000

Gloria Kurz
401.225.0000

STUNNING WATERFRONT GEM

Wickford Village, RI - Captivating views of Wickford Harbor and Narragansett Bay are enjoyed from this delightful home with a dock, mooring and salt water infinity pool. Beautifully set in the heart of Wickford Village, on one of RI Monthly's "Best Streets in RI," this historic home was completely rebuilt in 2005 and features exquisitely detailed finishes, gracious living areas, striking gourmet kitchen and a fireplaced great room with a window wall to capture the water views. A living room with fireplace, enchanting dining room, two offices, spacious fireplaced master suite with a waterfront deck and luxurious bathroom as well as two en-suite bedrooms complete the space. A gated courtyard, lovely gardens, terraced yard and heated walkways complement this unique home. $2,250,000.

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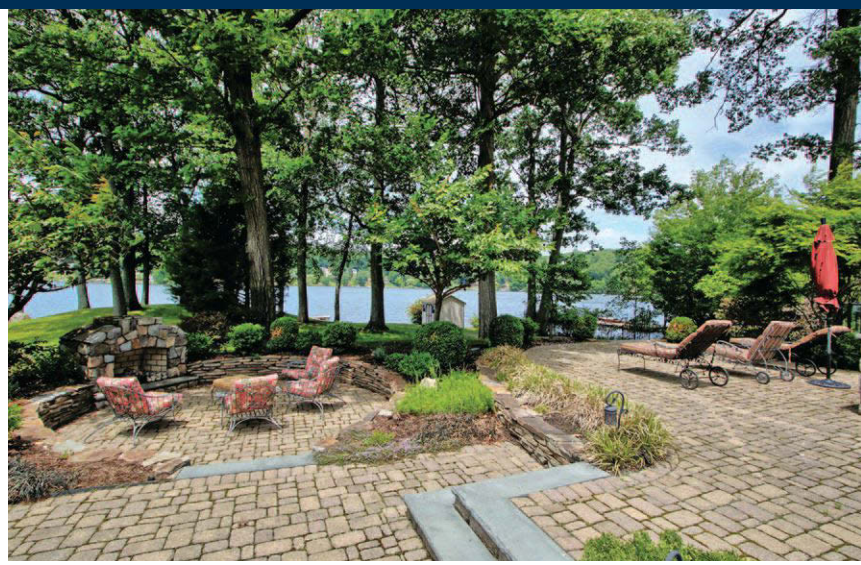

White Meadow Lake Villa

Rockaway . New Jersey

Be transported the moment you walk through the front door of this 5-bedroom, 5-full- and 2-half-bath, European-style lakefront villa with magnificent lake views from nearly every room. Relax in the full-size indoor heated pool overlooking the lake. Benefits include an open floor plan for easy entertaining; a 1st-floor master suite with spa bath; huge gourmet kitchen; and a potential in-law suite on the lower level with a full kitchen, 2 baths and an enormous 41-by-36-foot family room area. Enjoy the White Meadow Lake lifestyle with year-round activities, a clubhouse, preschool, boating, fishing, swimming, 3 beaches, 2 pools, playgrounds, tennis and more! This estate boasts 8,000± square feet of living space, plus a 2,000-square-foot pool room and an oversized 3-car garage. $1,900,000. www.71LakeshoreDr.com

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Glen Wild Lake

Bloomingdale . New Jersey

This amazing custom lakefront home has nearly 4,000 square feet of living area, plus 2,000± square feet of mahogany decks that provide spectacular views. You will love the hardwood floors, open floor plan for easy entertaining, gourmet kitchen with a skylight, updated baths, jetted tub, 2 fireplaces, wet bar and wine fridge in the family room, lots of recessed lighting, expansive windows, 6 sets of sliding doors to the decks, oversized 2-car garage and professional landscaping. $987,000. www.20SouthRd.com

Prestigious Estate

Rumson . New Jersey

This expansive home on the Shrewsbury River boasts incredible sunrise and sunset views. Looking beyond the river to the glorious Atlantic Ocean, this residence on 2.8 acres encompasses approximately 9,500 square feet, graciously spread over 3 finished levels. Find 9 bedrooms, 7 full and 3 half baths, 6 fireplaces, a 6-car garage, heated Gunite pool, a pool house, grass tennis court and 190 feet of waterfront with a deep dock, boat lift and riparian grant. This home is in a top-rated school system, is minutes to NYC transit and you can bike or walk to the beach. $4,499,000.

Distinctive Home

Middletown . New Jersey

The charm of a bygone era, plus all the amenities and features desired by today's most discerning individual are evident in this historic 1850's lighthouse, which has been completely redone to perfection! On over 2 acres with views from every room, the distinctive exterior highlights new clapboard, siding, peanut stone, modern retaining walls, paddocks and prominent cupolas. Exterior amenities include a renovated barn with a gym, media room and study/library, and a redone gate house. Near the train, bus, ferry and sandy beaches bordering the Atlantic Ocean. $1,275,000.

Nantucket-Inspired

Rumson . New Jersey

Nestled behind mature hedges on 2.5 acres is this Nantucket-inspired home with a wonderful array of windows for a steady stream of natural light. The designer kitchen is a chef's delight and the family room, flanked by a sunroom and screened porch, features a fireplace and handsome cabinetry. Trim details and custom floor designs are featured throughout this 7-bedroom home with beautiful bathrooms and a finished lower level. An in-ground pool, pool house and a 3-car garage with a lift for a 4th car are also included. Near beaches, Blue Ribbon schools and NYC transit. $3,150,000.

For more details and a full tour of these properties, go to
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Enchanting Estate

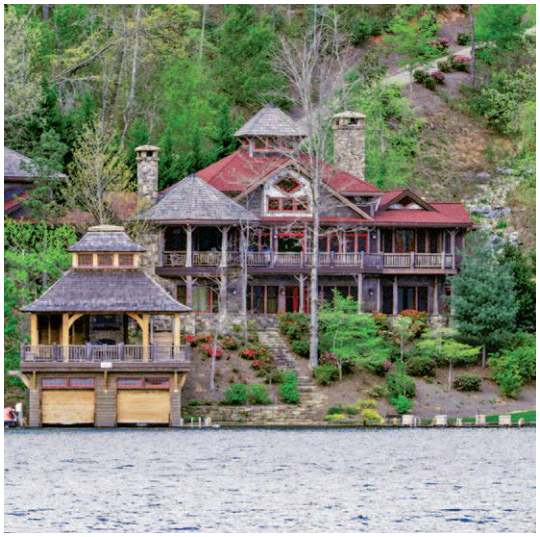
Lake Burton . Georgia

This 7-bedroom, 7-full- and 3-half-bath estate offers long-range mountain and sunset views. Cedar tree trunk posts and a picturesque stone fireplace introduce the open great room and professionally equipped kitchen with 3 islands, 4 dining areas and a cozy fireplace. Two lakeside porches with a stone fireplace and covered rocking chair porch provide for outdoor entertaining. Additional features include a terrace-level family room with a full kitchen and wine cellar, a workshop, 3-car garage and a 2-story boathouse with a fireplace. $5,900,000.

Adirondack Camp

Lake Burton . Georgia

Designed by architect Michael Bird, this 5-bedroom, 4.5-bath authentic Adirondack home features a great room with white-cedar beams, cypress walls, antique heart pine flooring, a stone fireplace, dining for 10+ people and an open chef's kitchen. French doors lead to a covered lakeside porch with a fireplace and flagstone grill patio. Additional features include a terrace-level family room, boathouse with a fireplace, a lakeside bocce court and a 2-car garage. $4,350,000.



Journey's End

Lake Burton . Georgia

Designed for togetherness, while mindful of the occasional desire for privacy, this incredible 8-bedroom, 10-bath home was built to host crowds in comfort and with ease. Offering one of the best long-range views on Lake Burton, this home features a lodge-style great room with an open kitchen and dining room, a spacious screened porch with a stone fireplace, all-wood interior, 12-plus-foot ceilings, a main-floor master, a private study with a fireplace and a large terrace-level family room with a full kitchen. $4,200,000.

For more details and a full tour of these properties, go to
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Located in the prestigious Village of Chenequa, this exquisite Grecian estate has over 11,000 SF with 5 BD, 5/2 BA, 250+ ft. of pristine lake frontage & a beach house. Enjoy 3 acres of well-manicured grounds including a reflecting pool, fountains, and beautiful gardens.
Treasure Island Drive $5,950,000

Stately 5 BD, 5/1 BA home features elegant custom woodwork crafted by local artisans. The LL has a relaxing hot tub & sauna, full kitchen & bar, wine cellar, & game room This 4+ acre property has a gated entry, tennis court, English garden, beach house & over 600 ft. lake frontage.
Lake Club Circle $4,650,000

100 ft. of prime, level frontage. Gorgeous sandy beach with crystal clear water. Grand 4 BD, 3 BA, estate home on 4.3 Acres w/3 car & 5 car garages.
Golden Beach Way $1,799,000

Classic 7 BD, 3/1 BA lake cottage on 2.5 acres with 253 ft. of pristine frontage including a turn-of-the-century boat house.
County Road C $2,650,000

Historic Victorian meticulously restored & updated. Features include an elevator, 6 fireplaces, 6 BD, 5/1 BA, a wet boat house, wrap around porch, and 900 ft. of peninsula lake frontage.
Islandale Drive $1,827,500

Mediterranean style 4 BD, 3/1 BA home on the sandy shore of Lake Beulah. 3.3 Acres, attached tandem 4 car garage, finished walk-out LL with bar & kitchen.
Golden Beach Way $1,699,000

The Bill Minett Team

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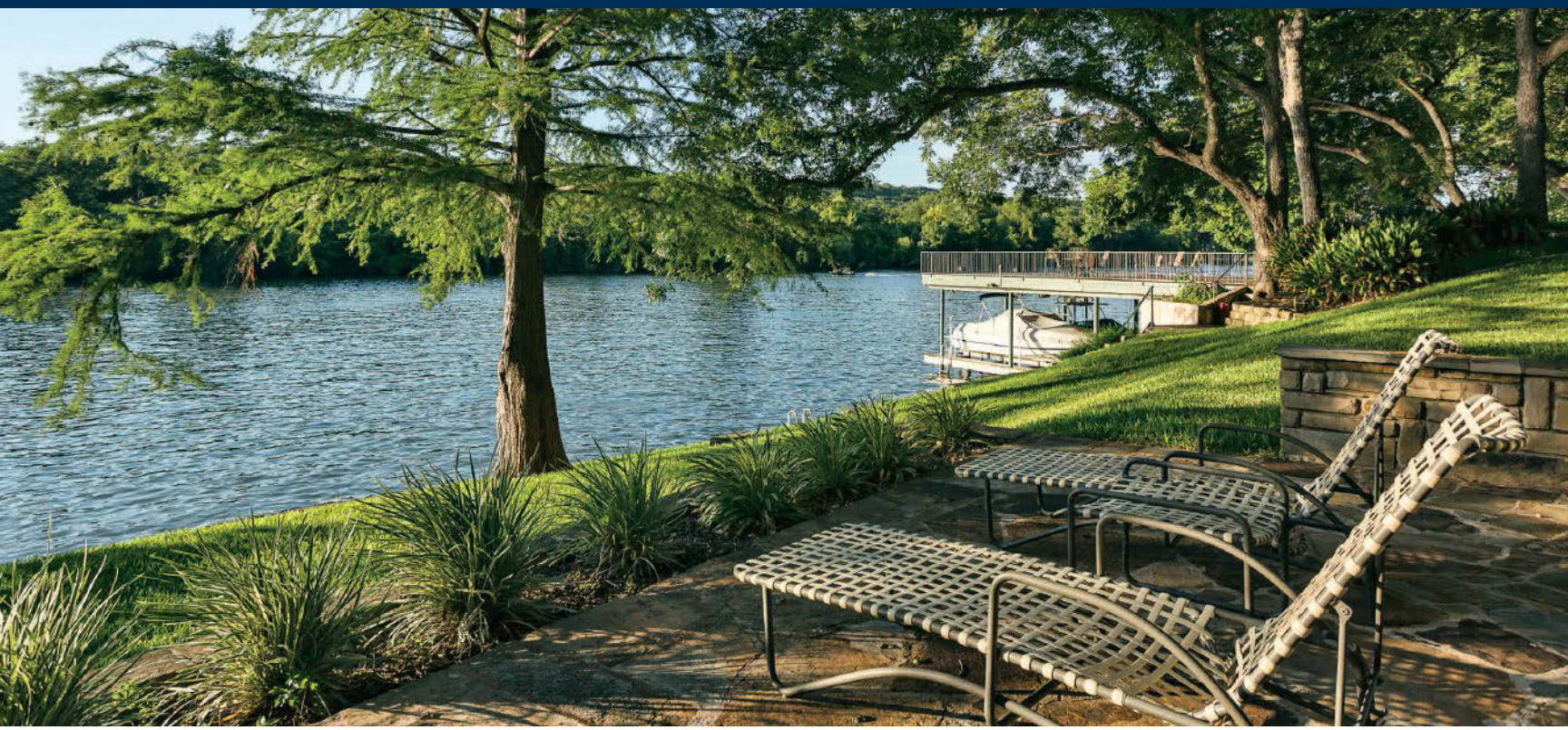

1210 Bruton Springs

Austin . Texas

Lake living at its best! This understated yet elegant home sits on just under 4 acres along Lake Austin with views of the nature preserve. Reclaimed pine floors, pecan wood mantels, abundant patios and a dogtrot breezeway are just a few of the distinctive design elements of this home. In addition to the main home, this property includes a separate office/flex/guest wing overlooking the pool and a guest cottage across the private roadway. Built in harmony with the landscape and lake, this estate is truly outstanding. Price upon request.

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STUNNING LAKEFRONT LIVING IN PRIME ATLANTA LOCATION

Lake living meets Entertainer's Dream Home

This magnificent custom-built estate offers a leisurely resort lifestyle and is the ultimate showplace for entertaining yet located just minutes from Atlanta's perimeter. Perched on a pristine stretch of beautiful wooded property overlooking the 25-acre private lake is serenity at its best! Relax on your private dock or the four seasons room featuring panoramic views of the lake. Enjoy the finest architectural details and finishes at your private lake front sanctuary. $1,275,000

For a full video tour of this property go to: www.1240tynecastleway.info

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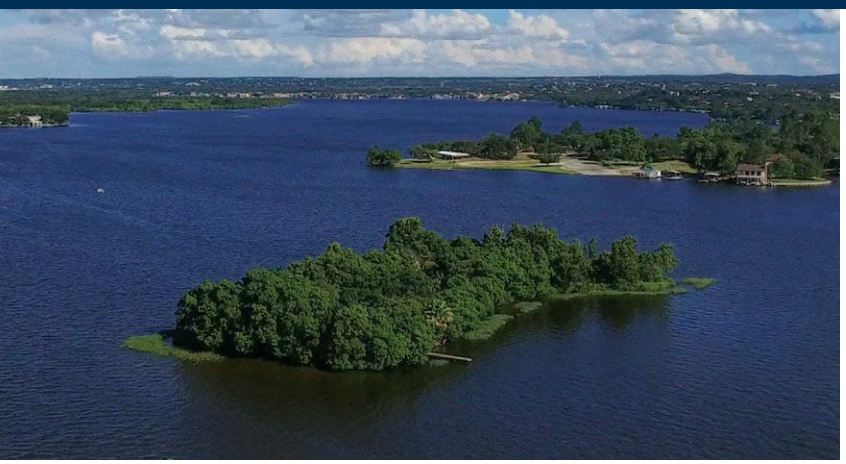
WATERFRONT PROPERTIES



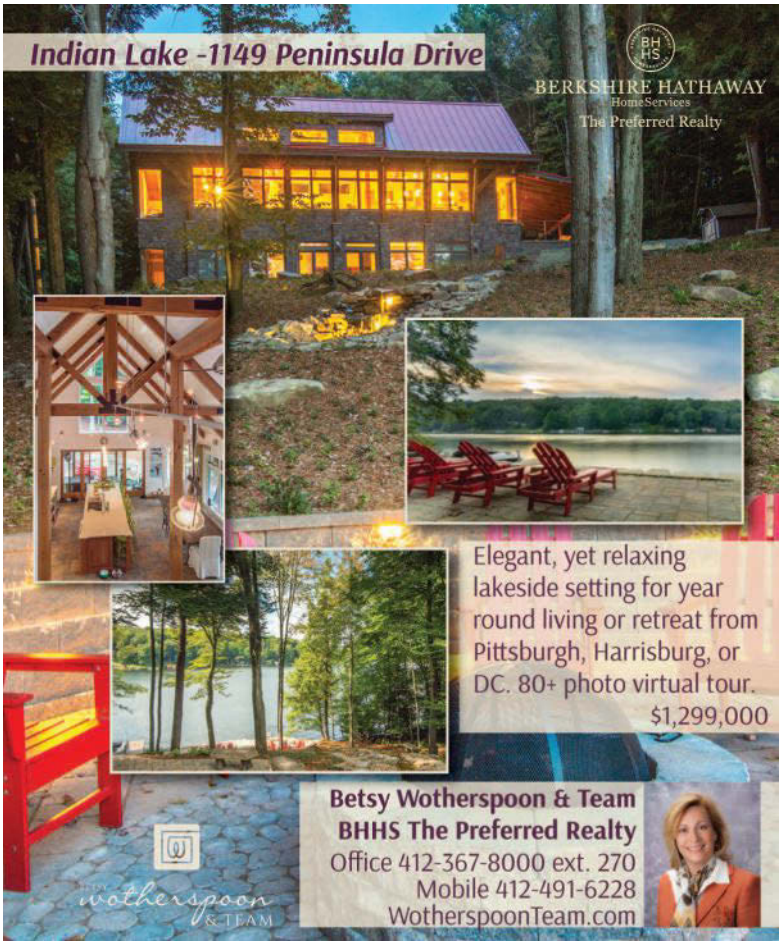
Lake LBJ Island

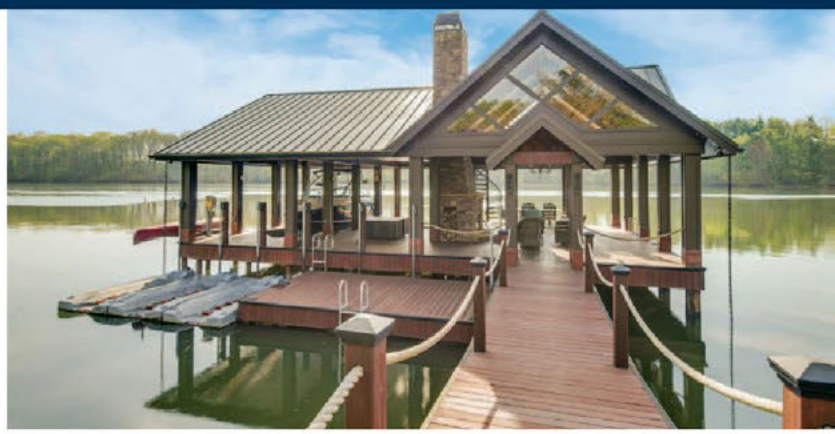
Sunrise Beach . Texas

A private 1-acre island on constant-level Lake LBJ is zoned for residential use and has an electrical line in place. Imagine living your waterfront dream at its very finest. $2,000,000.

For more details and a full tour of this property, go to **www.LBJRE.com**

JEFF SPEARS | The Lake LBJ Group
Keller Williams Luxury Homes International
325.248.4369 / jeffbspears@gmail.com





Harrison . Tennessee

A premier, southern lakefront home! This Chattanooga area lake home has 4 bedrooms, 4 full and 3 half baths, plus an all-wood dock with a wood-burning fireplace and top-of-the-line boat lift and equipment. This dock is the talk of the town! The open floor plan flows to the kitchen with updated appliances and direct access to the keeping room. Find a main-level, private master suite and a downstairs in-law suite. Multiple garages provide ample storage space for all the cars and toys, and there is a private drive to the lakefront for boat access. If you seek the finest life has to offer, this is your home! $1,999,999.

Spring City . Tennessee

Nestled away on Watt's Bar Lake, find this 3-bedroom, 2-full- and 2-half-bath custom estate. Arched doorways, 8-inch baseboards and solid-pine doors create an Old World feeling. The kitchen features a Viking stove, stainless steel appliances and a walk-in pantry. Relax before dinner in the keeping room with an additional fireplace. The master suite boasts unique ceiling work and a master bath with an air-jetted tub, travertine tile and a walk-in shower. The 3-car garage and 500-square-foot workshop provide storage. The community offers walking paths, a clubhouse with a gym, a dock and a boat launch. $795,000.

Spring City . Tennessee

Uniquely handmade from the ground up using repurposed materials with historic meaning, this Lakefront Estate's great room has a stacked-stone fireplace and 20-foot ceilings with wood beams from the old Walnut Street Bridge. A working lighthouse sits atop the great room and the mantle comes from Amish country in Pennsylvania, while the interior doors were made on site. Enjoy a main-floor master suite, a downstairs bunkhouse for the children and additional private bedroom space, a bath and outdoor shower. The dock permit is ready and the design is approved. $775,000.

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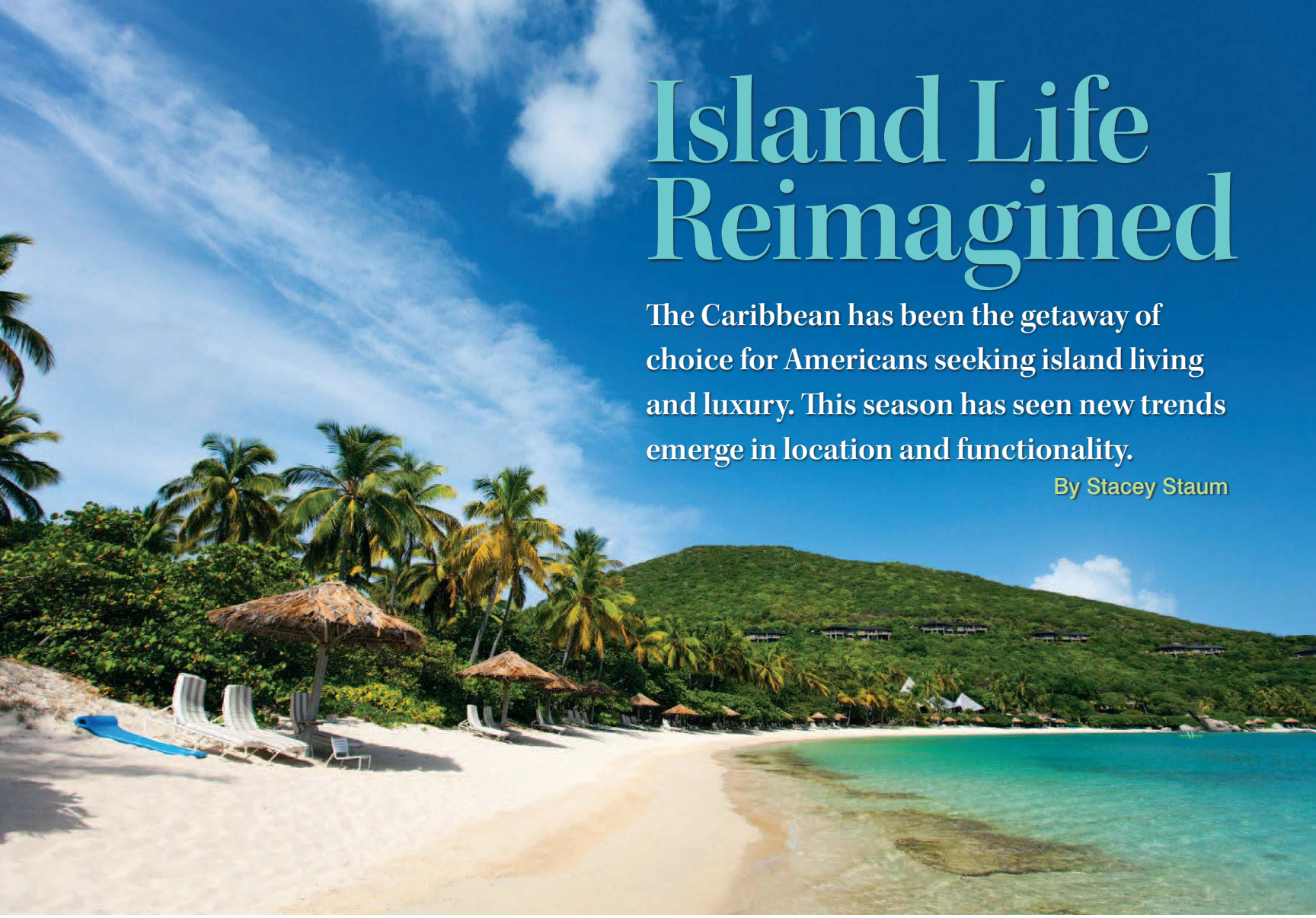

Island Life Reimagined

The Caribbean has been the getaway of choice for Americans seeking island living and luxury. This season has seen new trends emerge in location and functionality.

By Stacey Staum

Bahamas

The Bahamas has been a popular vacation destination for many years, but recently has been sought-after for primary residences because of its proximity to the United States and technological advancement on the islands. According to W. Larry Roberts, CEO of Bahamas Realty Limited, "We're seeing a lot of younger people buying. We have good telecommunications systems where they can set up an office and work from home." Luxury waterfront properties in the Bahamas are listed for $1 million to $2 million on average. As a culture, Roberts explains that the Bahamas is especially welcoming to new residents. With frequent flights from most of the East Coast, the Bahamas is convenient and practical for waterfront living.

British Virgin Islands

The British Virgin Islands offer waterfront living at a very high premium, as a limited supply of direct waterfront homes are available. Prices on the water range from $1 million to $40 million an acre. As ultra-high-end property sales have exploded on the bay, real estate prices in general have soared with the increase. Many buyers have found that they prefer nearby hilltop properties instead of direct waterfront. According to Chris Smith, managing broker of Coldwell Banker Real Estate BVI, "Everybody's dream is waterfront, but when they actually get here, they find that the higher elevation is preferred. The water views from higher up and the breeze are better, and it's an all-around better value."

Cayman Islands

The Cayman Islands have emerged in recent years as a popular destination for American buyers. Owner of Cayman Islands Sotheby's International Realty, Sheena Conolly, describes the current market as very active, stating "we had a benchmark year last year and we've already exceeded that this year. It's because of the diversity of product and range of prices here." Those prices range from $400,000 to $40 million, as many waterfront properties can be found on the bay in addition to the oceanfront. Recent business investments in the Cayman Islands also made it a desirable place to buy. Conolly explains, "We're attracting a diverse clientele, especially people setting up businesses here because we are a tax-neutral destination. We have the highest per-capita income and the highest standard of living in the area."

St. Barth

St. Barth offers buyers a strong French-European flavor and ultra-luxurious waterfront properties. A tremendous demand for waterfront with very little inventory has placed the average pricing at $8 million to $10 million, with prices soaring into the $30 million to $40 million range. Tom Smyth, vice president of St. Barth's Properties Sotheby's International Realty shares that "the majority of homes are on the hillside with privacy and views. Those seeking specifically beachfront properties tend to be in the very high end and need to be patient." Smyth explains that this year has seen more activity than in previous years, which can be attributed in part to the recent decline in the euro. According to Smyth, "A lot of U.S. buyers have been more active in the market because of the discount with that currency." UH

©ISTOCKPHOTO.COM

GREAT HARBOUR CAY | BERRY ISLANDS, THE BAHAMAS

Looking for the perfect beach house? Have a look at this island style 4bd/3bth home fronting directly on a magnificent beach with ceiling fans in all rooms, air-conditioning in the bedrooms. Offered virtually turn-key including a Chevy van.
Larry Roberts: lroberts@bahamasrealty.bs | T: 242.396.0026

WEB REF#: 573535 PRICE: $800,000

COLUMBUS COVE | NASSAU, THE BAHAMAS

End 3bd/3bth townhouse with ocean views, hurricane-impact windows/doors, 10ft ceilings, battery back-up system, solar panels, auto roll-down hurricane shutters and a double garage at ground level. Community pools/fitness center.
Paul Antonas: pantonas@bahamasrealty.bs | T: 242.396.0047

WEB REF# 574770 PRICE: $849,000

BEACHFRONT ACREAGE | LONG ISLAND, THE BAHAMAS

One of The Bahamas' most accessible, but serene destinations. With 384' of elevated beach front, this 5.73-acre property has direct beach access. A safe harbor and marina in Clarence Town and a nearby airport at Deadman's Cay.
Sara Parker: sparker@bahamasrealty.bs | T: 242.396.0042

WEB REF#: 574164 PRICE: $900,000

PENTHOUSE AT SUFFOLK COURT | FREEPORT, THE BAHAMAS

Suffolk Court development is nestled around a pool/Jacuzzi area with lush landscaping. Private boat docks and views of the waterway and Atlantic Ocean. This spacious 3bd/3bth unit has a designer appliance package and HVAC system.
Larry Roberts: lroberts@bahamasrealty.bs | T: 242.396.0026

WEB REF# 574584 PRICE: $1,015,750

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Canal front 3bd/4bth home with superb views and one of the largest canal frontages in Sandyport. Enjoy resort-style living in your own backyard in this amazing home with boundless amenities.
Jim Bernard: jbernard@bahamasrealty.bs | T: 242.396.0046

WEB REF#: 574307 PRICE: $1.25M

WEST BAY VILLA | NASSAU, THE BAHAMAS

Spectacular amenities can be enjoyed at this spacious 3bd/2.5bth split-level property sitting on a bluff facing west on one of the most dramatic waterfront properties on New Providence!
Stuart Halbert: shalbert@bahamasrealty.bs | 242.396.0034

WEB REF#: 18284 PRICE: $1.5M

Offering is subject to errors, omissions, change in price or withdrawal without notice.

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Real Estate Savvy

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2063 Main Street, Sarasota FL 34237

Sarasota, Florida—Distinctive Oasis Of Privacy! This exceptional golf and country club residence showcases the highest standards in quality on nearly an acre with wooded views and neighboring 36 holes of golf. Close to downtown and area beaches! Offered at $1,250,000

St. Petersburg, Florida—Dramatic 30th-Floor Views! This residence overlooks the city skyline, St. Pete Pier and Tampa Bay! An elegant lifestyle presents itself in this sought-after floor plan. A resort lifestyle awaits in the heart of the city with 1st-class amenities! Offered at $765,000

Sarasota, Florida—Downtown Bay Plaza! This residence offers a nearly 2,000-square-foot great room plan overlooking peek-a-boo bay views. Upgraded and with garage parking in one of the most esteemed, secure buildings available with gracious amenities! Offered at $615,000

Siesta Key, Florida—Direct Gulf Views On Siesta Key! Azure tides lap the white, sugar-sand beaches of Siesta Key, providing the perfect milieu for this upgraded and spacious end residence. In an active 55+ designated community with amenities! Offered at $650,000

Lido Key, Florida—Direct Gulf Views! Smell the salt in the air and feel the sand in your toes from this updated residence that is perfectly suited to a beach lifestyle with a wraparound balcony. In a popular and secure building with resort-style amenities! Offered at $700,000

Sarasota, Florida—6th-Floor Water Views! A spacious floor plan with 2 balconies and sweeping bay views! The perfect opportunity presents itself in this residence to stylize it to your design tastes. In a secure downtown building with a full amenities package! Offered at $725,000

Candy Swick & Company

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541 Fore Drive

Bradenton . Florida

Waterfront living is easy in this fully furnished home with exquisite extras. This elegant residence is ideal for formal or casual entertaining, featuring amazing furnishings and finishes. The gourmet kitchen features GE Monogram appliances and designer cabinets that soar to the tops of the vaulted ceiling. The owners' suite, complete with an enticing en suite, is perfect for rest and relaxation. Upstairs, there are bedrooms, a billiards loft and a balcony overlooking the canal and pool. Venture outside to a living space boasting cooking, dining and restful spots to soak up the Florida sun. Just beyond the pool, complete with a swim-up bar, sits your dock, which offers the ideal setting for your yacht. Only minutes from the Manatee River, surrounded by other elegant estates and close to many amenities, this residence just needs you to make it your home. If you would rather custom build on the riverfront or canal-side, we would be pleased to facilitate the opportunity with our preferred builder, who offers a one-of-a-kind concierge program.

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For more details and a full tour, go to **www.TeamWorksLuxuryHomes.com**

WATERFRONT BEAUTY IN HISTORIC AVONDALE

1980 Greenwood Avenue, Jacksonville, Florida • Offered for $2,800,000

Fall in love with this stunning 3-story estate from the moment you walk into the welcoming foyer. Featuring beautiful craftsmanship and attention to detail in every room, at over 7,000 square feet, this luxury home has space for everyone. Wake each morning to awe-inspiring views of the St. Johns River from your master suite and end each day by toasting the sunset from the balcony. You will feel like you are on vacation every day while you enjoy the spacious lanai, spa, putting green and riverfront gazebo. Or spend a lovely Florida evening entertaining family and friends by opening up the gracious river room with a full bar. Close to everything, but a world away.

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Glen Kernan Golf & Country Club — Jacksonville, FL This elegant 5-bedroom, 5.5-bath estate overlooking the golf course has an enclosed patio with a fountain and an enclosed/covered pool! $2,575,000

Pablo Creek Reserve — Jacksonville, FL A spectacular 7-bedroom, 6.5-bath custom estate with lake views, a large walk-in wine closet, built-in aquarium, nanny suite and a bonus room. $2,395,000

Oceanfront — Ponte Vedra Beach, FL Enjoy ocean and sunset views from this 5-bedroom, 6-full- and 3-half-bath custom home on a high bluff on a private section of PV Boulevard. $5,250,000

Oceanfront Lot — Ponte Vedra Beach, FL One of few lots remaining North of Mickler's to build your oceanfront castle, enjoy a tennis court and pavilion on the street side! $2,900,000

Oceanfront — S. Ponte Vedra, FL Not your basic beach house, this 3-story, 5-bedroom, 5.5-bath home has a bonus room, elevator, 2 masters, an au pair suite and plenty of decks and porches. $1,795,000

Riverfront Condo — Jacksonville, FL Close to historic Riverside, this 3,000+-square-foot corner unit has 3 bedrooms, 3.5 baths and terraces overlooking Riverside and St. Johns River. $1,395,000

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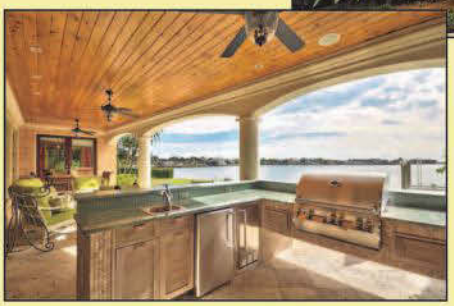

4934 Saint Croix Dr. $4,850,000. Like new, in gated community, re-constructed with 5 bedrooms, 5 full and 3 half baths, and boasts Open Bay Water Views. State of the art upgrades & chef's gourmet kitchen inside & outside, with 2 outdoor living rooms. Owners have boated, paddle boarded, jet skied and swam from their dock. Can dock a large yacht behind the house. Almost every room has a water view. Minutes to entertaining, sports venues, shopping, beaches and 90 minutes from Disney.

Toni Everett 813-839-5000

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We also assist property owners with an array of Leasing and Management Services. Please call (813) 839-5000 for more details.

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5000 Bayshore Blvd., Tampa FL

www.theeverettcompany.com

813.839.5000

68 Bahama Cir. DAVIS ISLANDS WATERFRONT with Open Bay Views $4,450,000

This luxurious home boasts all the bells and whistles and offers a floor plan that is open and efficient, wasting no valuable space. Mediterranean at its best! 6 bedrooms and 7 baths with 7636sf. The outdoor living area is ideal for entertaining; with a sparkling pool/hot tub, outdoor kitchen/bar, cabana, dock with lift, extended covered sitting area, extensive terraces for outdoor waterfront entertaining.

Allan Mezrah 813-918-2954

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Must-See Home

Flagler Beach . Florida

Built in 2008, this 6-bedroom, 6.5-bath home is on 100 feet on the ocean. Find top-notch construction throughout, from the well engineered piling system to the hurricane doors and windows with extra strapping. There is a red metal roof and 60-foot decks to take in the beautiful ocean views. The elevator takes you to the 3rd floor, which has the master bedroom suite and main living area with a gourmet kitchen and wet bar. The 2nd floor has 4 bedroom suites, a living room and a kitchenette, and the 1st floor offers a large living area, additional bedroom, 2-car garage and a wine room. www.2991NOceanShore.com. $2,190,000.

Intracoastal Estate

St. Augustine . Florida

With over 5,600 square feet of heated/cooled space and another 3,527 square feet of deck space, there is plenty of room to enjoy the beautiful, unobstructed views from this 6-bedroom, 6-bath Intracoastal estate in Crescent Beach. Built in 2004, this home has an apartment over the 3-car garage, a saltwater pool, Jacuzzi, fire pit, dock with a 7,000-pound boat lift, 2 outdoor showers and beach access across the street. www.8165A1ASouth.com. $1,750,000.

Marsh-Front Beauty

St. Augustine . Florida

Located in Marsh Creek Golf & Country Club at the end of a cul-de-sac on a large, almost .5-acre lot, this Mediterranean-style home was built in 2006 and offers 3,423 square feet with almost 2,000 square feet of porch/balcony space. The open floor plan of this 3-bedroom, 3.5-bath home offers Intracoastal and marsh views from every room. Outdoors, you will find a wraparound porch, a pool and a Jacuzzi. www.425FiddlersPointDr.com. $1,195,000.

For more details and a full tour of these properties, go to **www.HomesForSaleInStAugustine.com** or **www.StefanieBernstein.com**

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SHIPWATCH DRIVE

Jacksonville | Florida

In the highly sought-after Jacksonville area close to the beaches, this beautiful, open-concept home is located on one of the prime lots in Queens Harbour Yacht & Country Club, close to the inter-coastal waterway lock, with 120 feet of waterfront, including a 60-foot dock, which includes 2 inside slips, deep-water and navigable to the Atlantic Ocean. Additional features include new hardwood floors, a 40-foot-long pool, screened patio with retractable awning and screens, and 3 gas fireplaces. The split-floor-plan home is a must see to enjoy the comforts of Florida's luxury waterfront living.

Sold for $1,025,000.

CLAIRE AUTREY

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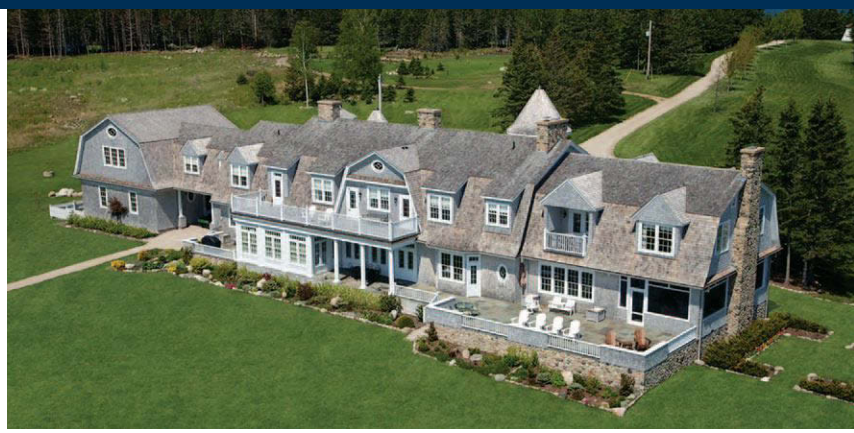
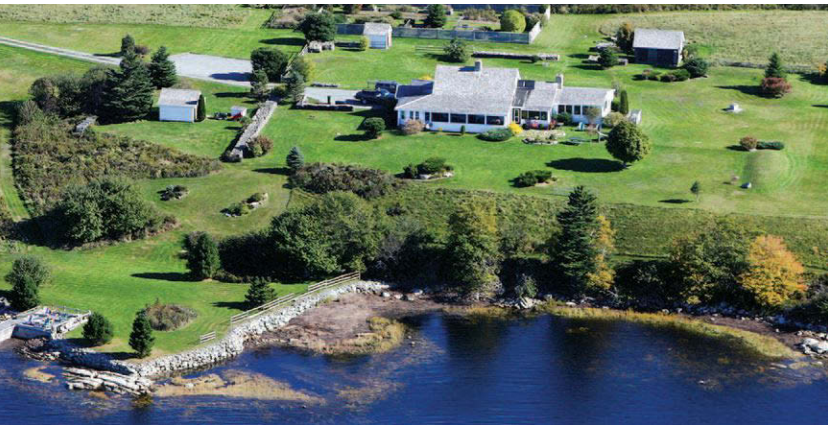
Claire Autrey & Associates



Kaulbach Island . Nova Scotia . Canada

One could only dream of such a magnificent property, off Indian Point in the waters of Mahone Bay on Nova Scotia's treasured South Shore. Kaulbach Island is peaceful and sheltered. Assembled on 57 acres of lawn, woods and meadows, the impressive 11,000-square-foot, custom-designed estate home includes a double garage with caretaker/chef's quarters above. There is a special constructed beach cottage and a 3-bedroom farmhouse for additional guests. A substantial wharf with deep anchorage moorings secures the boating privileges. The mainland is just 10 minutes away by island launch. $6,950,000 CDN.



Voglers Cove . Nova Scotia . Canada

This majestic oceanfront estate covers 270+ acres of rolling hills, wooded trails and wildlife-filled marshlands. On its own peninsula on Nova Scotia's South Shore, the circa-1798 farmhouse enjoys spectacular water views from every room and is the ultimate private playground. $4,800,000 CDN.

Shaw Island . Nova Scotia . Canada

This waterfront, light-filled home with a wharf and a pool is surrounded by gardens and enjoys a private setting on 2.4 south-facing acres with 400 feet of shoreline. Panoramic ocean and island views can be enjoyed throughout the 4-bedroom home with 2-bedroom guest quarters. $3,890,000 CDN.

Chester . Nova Scotia . Canada

With 350 feet of oceanfront overlooking the islands of Mahone Bay, this home enjoys striking ocean views with a southwest exposure ensuring beautiful sunsets. The spacious 2.65-acre lot boasts gardens, stone walls and slate terrace sitting areas, all overlooking the ocean. $2,970,000 CDN.

Chester . Nova Scotia . Canada

This new, custom home enjoys panoramic views of Chester's Front Harbour and includes a wharf across the road from the house. The open floor plan leads to a spacious harbour-side deck. The master en suite spans the entire top floor and has a dressing room and storage area. $1,195,000 CDN.

For more details and a full tour of these properties, go to **www.tradewindsrealty.com** or **www.tradewinds.ca**

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84 ISLA BAHIA DRIVE BRAND NEW POINT ESTATE
6BR | 7.2BA | WF:310' | $19.995M

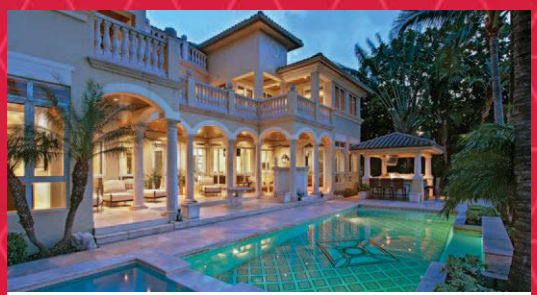
2 PELICAN ISLE MAGNIFICENT POINT ESTATE
5BR | 7.1BA | WF:289' | $14.995M

1300 BRICKELL DRIVE POINT ESTATE
6BR | 7.3BA | WF:384' | LOT:36,518 | $12.995M

HARBOR BEACH TROPHY PROPERTY DOUBLE LOT ON LAKE SYLVAN TWO RESIDENCES
WF:168' | LOT:29,132 | $10.995M

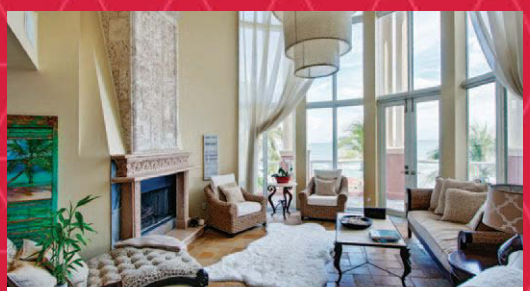
31 ISLA BAHIA DRIVE SPECTACULAR CUSTOM RESIDENCE
5BR | 6.1BA | WF:100' | $8.495M

1755 SOUTH EAST 7TH STREET BRAND NEW – NEW RIVER RESIDENCE
5BR | 6.1BA | WF:90' | $6.995M



2543 MERCEDES DRIVE EXQUISITE RESIDENCE
5BR | 7.1BA | WF:95' | $4.495M

1200 HOLIDAY DRIVE UNIT - 1103 COCONUT GROVE RESIDENCES THREE SPECTACULAR VIEWS
4BR | 3.1BA | $3.995M



2180 N OCEAN BLVD. THE PALMS TOWNHOUSES CONDO UNIT I DIRECT OCEANFRONT
4BR | 4.1BA | OCEANFRONT | $3.295M

1029 SE 12TH WAY NEW CONSTRUCTION COASTAL STYLE
6BR | 4.2BA | LOT:12,750 | $2.895M

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British Columbia Private Island Offerings

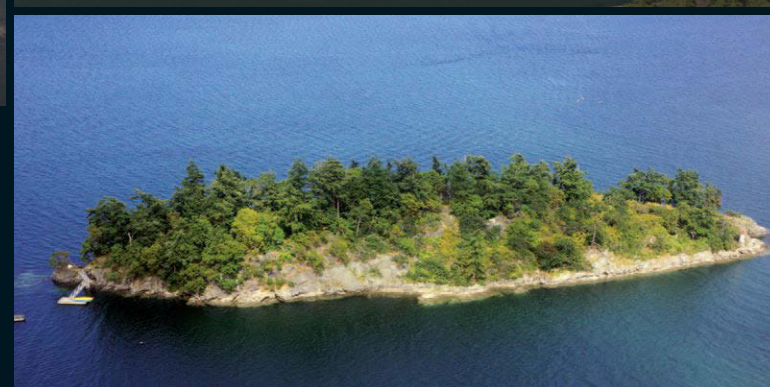
Subtle Island – A most luxurious 85-acre private island estate. There are 2 islands, an expansive home, boat house and an airplane hangar. Must be seen to be truly appreciated!

South Secretary Island – This 66-acre island is preserved much in its natural state. There are numerous excellent building sites, extensive water frontage and an idyllic setting — a blank canvas for a purchaser's dream.

Breakwater Island – A 65-acre, picturesque private paradise with 4 separate land titles. Enjoy excellent water, a workshop, municipal power, 2 homes and easy accessibility.

Moresby Island – This stunning 1,440-acre private island is in agricultural production and has 17 separate land titles. Features include a house, barn and more than 9 miles of superb waterfront.

Julia Island – A well-located, 7-acre island in the heart of the Gulf Islands boasts a comfortable cottage, dock and excellent building sites, and is minutes to Galiano Island.



Second Sister Island – An affordable 3-acre island escape with several building sites and a dock already in place, in a great location right next to Salt Spring Island.

JLL®

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A spectacular approximately 9,000 sq ft Doulton Estates mansion on close to 3 acres.

A 5 bedroom, 6 bath waterfront property with a walk-out basement on a private 103 acre lot.

A spectacular custom dream home on a 1 acre lot with Indiana Limestone exterior and indoor pool.

A one of a kind approx 5,100 sq ft custom built bungalow by renowned Ferris Rafauli.

A 4+1 bedroom lakefront home boasting lakeviews from most rooms. Includes marine rail & boat lift.

This mansion with cathedral ceilings and in-ground pool, backs onto the Mississauga Golf & Country Club.

A Lorne Park custom built executive home overlooking the Credit River & ravine.

A gorgeous 3+1 bedroom Doulton Estates bungalow with top of the line finishes and in-ground pool.

A stunning Lorne Park home with gourmet kitchen on a 100 x 230 ft. mature lot with in-ground pool.

A stunning 5 bedroom, 7 bath Gordon Woods Estate home with finished basement.

A custom built 5+1 bedroom, 7 bath Gordon Woods home boasting a rare 3 car garage.

A 4+1 bedroom, 6 bath South East Oakville gem on an 83 x 125 ft lot just steps from the lake.

A 4+1 bedroom, 6 bath home with finished basement located in a prestigious Mississauga Road location.

A stunning 4 plus 1 bedroom, 5 bath Watercolours home with a finished basement.

A gorgeous 5 bedroom, 4 bath completely renovated Rattray Marsh beauty featuring a newer kitchen.

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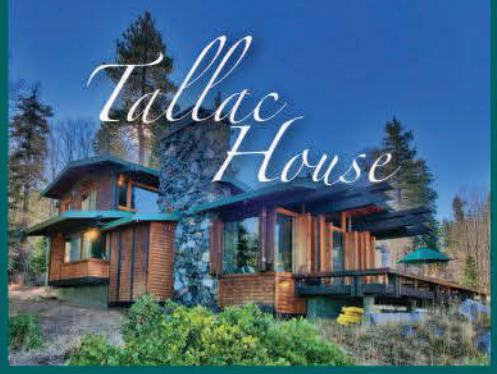

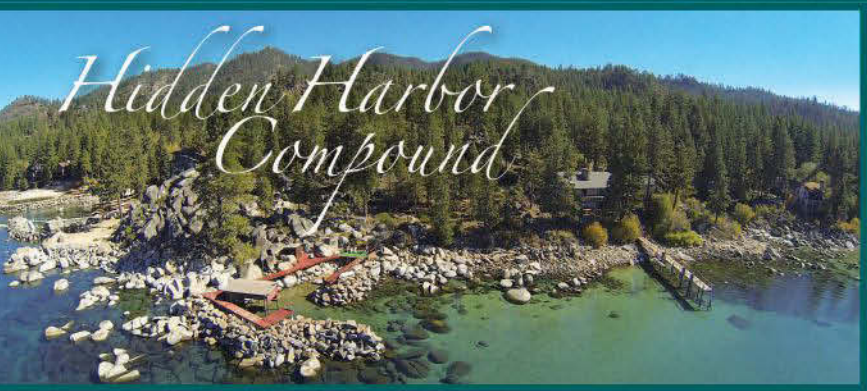

Ultimate Tahoe Luxury

Zephyr Cove, Nevada

Hidden Harbor Compound is a magnificent lakefront property consisting of 3.77 acres with rare "estate property" characteristics, including 241' of lake frontage, 2 cribbed piers that converge to form a small harbor with boathouse, lift and a quaint sandy beach.

Clif Chase
775 815 1987 *clifchase.com*
$12,995,000

Fallen Leaf Lake, Lake Tahoe, California

The one and only Fallen Leaf Lake *Tallac House* featuring unparalleled lakefront privacy and serenity, with 197 feet of Fallen Leaf Lake frontage, a 76' pier, and 2.74 extraordinarily secluded acres. This storied home was used in two famous movies: *The Bodyguard and City of Angels.*

Doug Rosner
530 314 9221 *dougrosnertahoe@gmail.com*
$7,995,000

Fleur du Lac, Lake Tahoe, California

Rich in history and charm on Lake Tahoe's West Shore. On 16 acres with gated entry, on-site security and privacy yet steps from luxury amenities and the cool blue Tahoe water. Create your own Fleur du Lac history for generations to come.

Trinkie Watson
530 582 0722 *laketahoeluxuryestates.com*
Unit 4: $3,150,000;
Unit 5: $2,995,000

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Overlooking Butterfly Beach

Montecito . California

Overlooking Butterfly Beach on California's most desirable coastline, this stylish Mid-Century Modern design offers a unique sense of serenity, privacy and convenience on Montecito's prime beachfront near the Four Seasons Biltmore Hotel, Coral Casino Beach Club and Music Academy. Ready for tasty updates to the spectacular Neutra-style design, the home boasts unsurpassed views and an open floor plan, and is located near shops, restaurants and beaches!

RANDY SOLAKIAN
Coldwell Banker Previews International
1498 East Valley Road, Suite B
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For more details and a full tour of this property, go to **www.montecitoestates.com**

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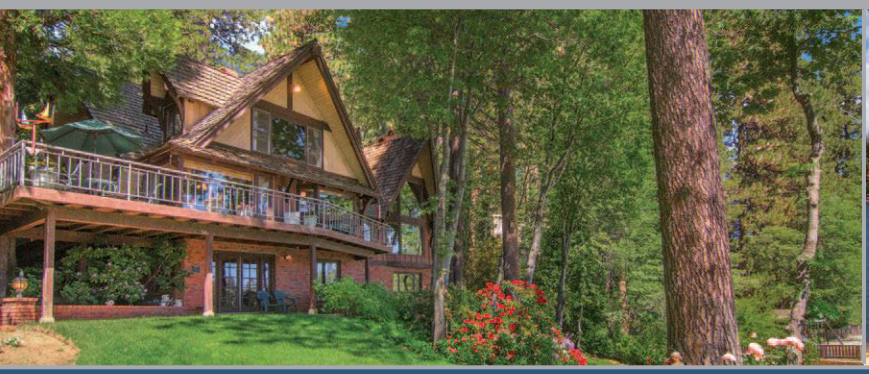
Lake Arrowhead's Finest Lakefront Lodge

Set on 1.5 acres of premier lakefront property, this magnificent 8-bedroom estate beautifully combines mountain lodge ambiance with contemporary styling. The huge deck overlooks the rolling lawn, sandy beach and double dock. Extensive entertainment areas include a dramatic 2-story living room, media room with a bar, a billiards room, gym, ping pong area, children's playroom with a built-in trampoline, a hot tub, outdoor fire pit and your own private sports court. The ultimate Lake Arrowhead experience. ***$11,500,000***



Exceptional Hamiltair Lakefront

Located in one of the best lakefront locations in prestigious Hamiltair Estates, this 4-bedroom, lodge-style home has panoramic lake and mountain views from most of the rooms. The dramatic 2-story living room features a brick fireplace and beamed ceiling of hand-hewn cedar. The huge game/media room with billiards and shuffle board tables opens out to a deck, gardens and an expansive grassy yard area with brick pathways to the sandy beach and double dock. Truly spectacular. ***$3,395,000***

Gorgeous Country Manor – Horse Property

Located in the private, gated community of Canterbury Estates, this 4-bedroom home exudes comfort and warmth, and features unsurpassed detailing throughout. Surrounded by nearly 2 acres of lushly landscaped grounds, this magnificent home features a beautiful living room with a stone fireplace and a separate family room opening out to the spacious patio and yard areas. The master suite has expansive views, a cozy fireplace and a beautiful bath with a spa tub and sauna. There are additional areas to add stables or a guesthouse. ***$1,795,000***

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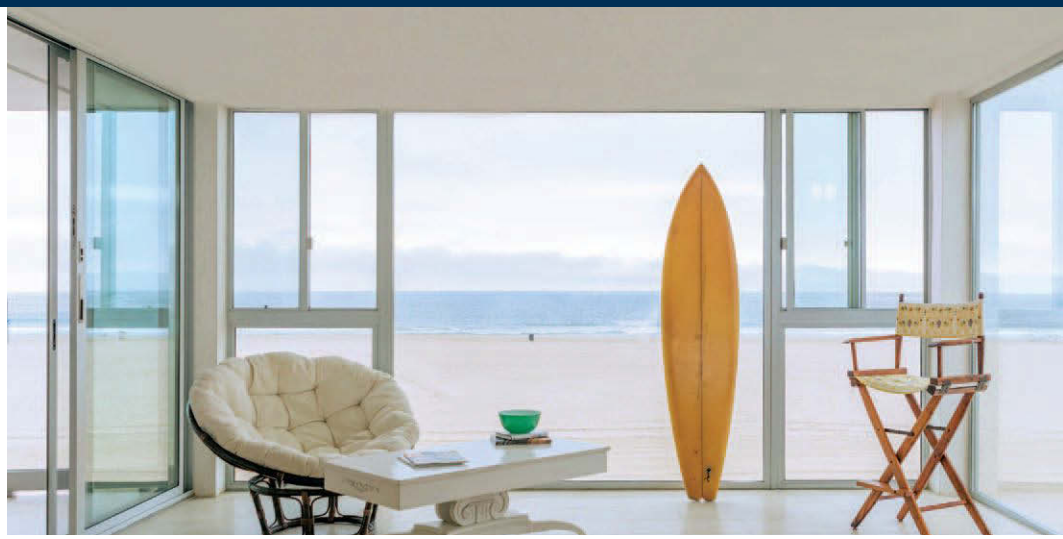
Coveted Beachfront

Marina del Rey . California

This beachfront condo has views of the great Pacific Ocean, the Santa Monica Mountains and, on a clear day, Catalina Island. This is a coveted northwest corner unit that features a 2-bedroom, 2-bath floor plan. It also has a beachside sitting room, as well as an open balcony that allows the occupant to take in the beach air and the sounds of the crashing waves. This is a wide unit that has close to 2,000 square feet, with parking for 3 and ample storage. This space is for the distinctive buyer who knows that location says it all. $3,295,000 plus a monthly $400 HOA fee.



Impressive Oceanfront

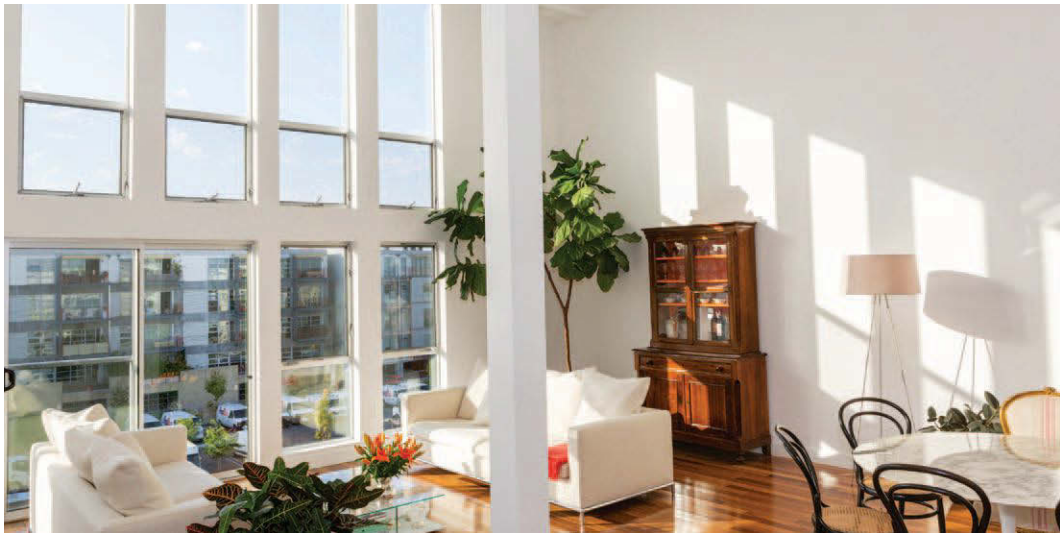
Manhattan Beach . California

Designed by famed architect Patrick Killen, this 3-bedroom, 5-bath home features 3 levels of brushed concrete and glass. Ocean air flows throughout, as all the glass doors open for an indoor/outdoor living experience. A 20-foot interior waterfall adds to the property's Zen-like feel. A patio sits on the beach and a deck upstairs welcomes in the sights and sounds of beach life. A 5-car garage is attached and, as an added bonus, there is an income-generating 2-bedroom, 2-bath apartment. Manhattan Beach is a premier location in a top school district within commuting distance to Los Angeles. $10,880,000.

Chic in Silicon Beach

Marina del Rey . California

Located in the heart of the Silicon Beach Loft District, this loft condo building features controlled access, gated underground parking, a spa/pool and a fitness center. Just miles away from the best beaches in Los Angeles, this penthouse underwent a $150,000 renovation. Unlike any other loft in this building, this unit has a swanky, posh interior and offers glass-like hardwood floors, Bosch appliances, floor-to-ceiling windows and high ceilings. The flawless design of this loft is perfect for anyone who appreciates contemporary architecture but also demands to live in an effortless and attractive location. $1,300,000.



For more details and a full tour of these properties go to
www.maisonintl.com/losangeles

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Broad Beach Bluff Estate

Malibu, California

Spectacular ocean views and stairs to the beach make this the ultimate beach home. The private, gated estate offers high-end renovations throughout, with state-of-the-art electronics and appliances, high-beamed ceilings and distressed wood floors. This perfect entertainer's home boasts lots of outdoor space overlooking the surf and a 1-bedroom guesthouse with a kitchen. $7,777,000 or rent for $35,000 per month.

Beachfront Opportunity

Malibu, California

This unique property on Malibu Road is located on one of the best sections of the beach. The property is zoned for 4 units with 3 addresses. There are 2 separate ocean-view 1-bedroom, 1-bath units with kitchens, fireplaces, high-beamed ceilings and private decks. The main house has a wraparound deck, and beamed ceilings and fireplaces in the great room and master bedroom. $7,389,000. Units also available for lease.

For more details and a full tour of these properties, go to **www.4malibu.com**

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Secrets Beach Estate

Kilauea . Hawaii

What is the value of a view that always makes you say "ahhhh" and take a slow, deep breath? Priceless! Now sit back and get ready to say "ahhhh" as you explore a well-kept secret on Kauai's North Shore. Secrets Beach Estate, a 7-acre cove bluff property, overlooks the coveted North Shore coastline, offering one-of-a-kind parallel views of sandy beach, white-water waves, Pacific blue waters, majestic mountain ranges and the most beautiful sunsets year-round. The 4-bedroom, 3-bath main home with a pool and 1-bedroom, 1-bath guest cottage sit close on the bluff, enabling your senses of sight, sound and smell to be overwhelmed. Two additional homes can be built if you want to share this special place. Enjoy the beauty of the land, beauty of the people and a simple and basic lifestyle. Fresh, clean and out of the mainstream is what brings people to Kauai, and those who purchase on Kauai understand the unspoken spirit, beauty, contentment and enjoyment of life. Come and say "ahhhh" and enjoy the beautiful lush tropical gem that is Kauai. Price upon request.

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Experience Is The Difference

Stunning Winding Ridge Country Estate | Southington, Connecticut

4 bedrooms, 5 full and 3 half baths | $3,999,900

This custom British-style home on 9 acres, designed by Soyster and Taylor, won Best Custom Library and Overall Best Custom Home from the Home Builders Association of Connecticut. This beauty boasts an oversized foyer and reception room, a 2-story family room with French doors that lead to a pool and waterfall, and a multi-room master suite. The state-of-the-art kitchen includes a pantry with a shaft for a personal elevator, a butler's pantry with cherry cabinets, plus a 24-karat gold-leaf ceiling and marble tops. The lower level features a luxurious home theater, billiards room and tap room.

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1000 Havencrest St. | Rockville, MD

4 bedrooms, 3 full and 1 half baths | Under Contract $849,000

Experience this Stanley Martin-built home overlooking a park. Features include 3 finished levels, a 2-story family room and a gourmet kitchen with stainless appliances and granite counters. Also find an attached 2-car garage, front porch and a yard.

8595 North Bend Cir. | Easton, MD

9 bedrooms, 5 full and 1 half baths | $2,975,000

This historic, Federal-style, waterfront home dates from the early 1800s and includes 3.88 acres, 700 feet of water frontage, an in-ground pool and a 75-foot dock. With almost 7,000 square feet over 3 levels, enjoy water views from most rooms.

6024 Walhonding Rd. | Bethesda, MD

5 bedrooms, 5 full and 1 half baths | $1,975,000

This new Arts-and-Crafts-style home was built with superior finishes. Be awed by the 3-level floating staircase, high ceilings, crown molding, a chef's kitchen, breakfast room, a great room and a rear deck, all made for entertaining.

1921 George Mason Dr. | Arlington, VA

4 bedrooms, 4 full and 1 half baths | $1,169,000

This brand-new, Craftsman-style home features a 1-car detached garage, a kitchen with granite and stainless appliances, a walk-out finished basement and a master suite. Within the Glebe/Williamsburg/Yorktown Schools and 2 miles from the Ballston Metro.

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Built for Entertaining | Charlotte, North Carolina

6 bedrooms, 5 full and 2 half baths | $1,600,000

Come live the good life at this 8,300-square-foot home on 2.29 secluded acres, offering a 500-square-foot guesthouse with all the warmth and comfort you demand. The backyard Shangri-La is complete with a tranquil waterfall cascading into the pool, a waterslide, spa and swim-up bar. Inside, find a stunning master suite, multiple bonus rooms, a home theater and 2 kitchens.

LYNNE KOY
941.544.5117 | lkoy@coldwellbanker.com
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Longboat Key, Florida

6 bedrooms, 6 full and 2 half baths | $8,400,000

Acqua Vita (Water of Life), a brand-new architectural masterpiece located on nearly an acre of land fronting Sarasota Bay, features 11,151 square feet of indoor/outdoor luxury living space, 260 feet of seawall and deeded beach access to the Gulf of Mexico.

Bird Key | Sarasota, Florida

4 bedrooms, 5 full and 1 half baths | $3,800,000

Panoramic water views abound from every level of this stunning 5,865-square-foot residence. A boating enthusiast's dream with 120 feet of bay frontage, the home is walled for complete privacy with refined finishes, architectural elements and fine features throughout.

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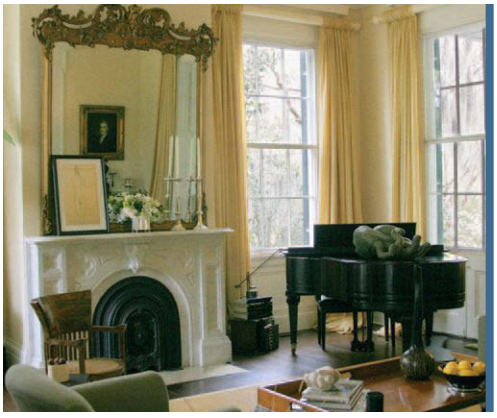

The Cedars Plantation | Natchez, Mississippi

7 bedrooms, 6 full and 1 half baths | $3,500,000

The circa-1830 Cedars Plantation, which is on the National Registry of Historic Places, boasts 160 acres with mature timber and 3 lakes. The grounds include pergolas, gazebos, fountains, artesian wells, a carriage barn and a tractor shed. Also find an infinity pool and a cabana/pool house. The main house offers 5 bedrooms; 5.5 baths; and remote-controlled security, lighting, music and air conditioning systems. Additional features include a 2-bedroom, 1-bath cottage, a wine cellar, generator and an irrigation system. The gated estate is just minutes from the Natchez Trace Parkway.

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Kelly Plantation | Destin, Florida

9 bedrooms, 9 full and 3 half baths | $3,995,000

This stately residence offers the rare combination of expansive bay views and deep water, featuring a home theater, a screened outdoor living area with a fireplace, a summer kitchen, pool, 3-car garage with a carriage house and a private dock with lifts.

Regatta Bay | Destin, Florida

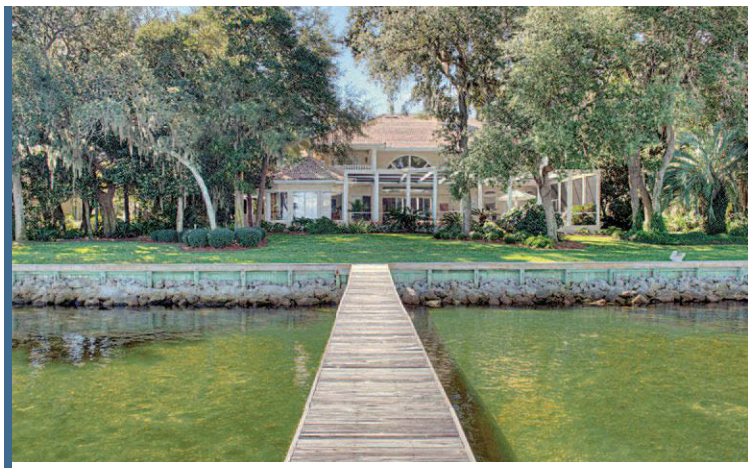
4 bedrooms, 3 full and 1 half baths | $2,650,000

This stunning custom bay-front home offers upgrades galore. The home is perfect for entertaining with formal living and dining rooms, an open gourmet kitchen/casual dining area, a screened lanai with a pool and summer kitchen, a dock with a lift and a 4-car garage.

Kelly Plantation | Destin, Florida

6 bedrooms, 6 full and 3 half baths | $3,995,000

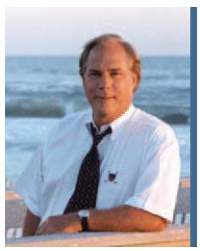
A magnificent bay-front property features superior construction, upgrades and architectural details throughout. Relax on the screened lanai, complete with an outdoor living area, summer kitchen, pool and spa. Boaters will enjoy the convenience of a private dock with lift.



Kelly Plantation | Destin, Florida

5 bedrooms, 4 full and 3 half baths | $2,495,000

A gorgeous custom home with expansive bay views and deep water at the end of a private boat dock offers a spacious, open floor plan, with living areas and a master all opening onto a large screened lanai with a sparkling pool and spa.



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KIMNEGOTIATESHOMES.COM | MYCASALADERA.COM

Casa Ladera | Pebble Beach, California

$23,000,000

Sitting on a bluff above the ocean, this storied estate awaits its next keeper. The main residence features 5 bedrooms, 6.5 bathrooms, 5 fireplaces, a library, office, fitness room, media room and ocean views. Handcrafted by artisans from France, you will be amazed by the hand-painted tile murals, inlay bleached-walnut and maple floors, hand-painted beam ceilings, marble accents and a 17th-century French mantel. The outdoor kitchen area boasts a fireplace, dining area, sitting area and a copper spa. The detached guesthouse includes its own living room, kitchen, laundry and a full bathroom.

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El Rancho Escondido | Hollister, California

$11,888,888

El Rancho Escondido is 1,200 acres of Central California ranch within 50 minutes of Carmel and San Jose. Huge potential and great income, just minutes from town.

The Ratto Ranch | Morgan Hill, California

$2,499,994

This exceptional 5,000-square-foot gated executive home that was designed for cutting horses offers a guesthouse, pool, manicured grounds, a new barn, arena, hot walker and more.

The Robba Farm | San Martin, California

$1,999,000

The Robba Farm is on 46 acres of Class I soil with good water, 2 homes and miscellaneous outbuildings. Adjacent to Highway 101 for visibility and about 30 minutes south of San Jose, this farm is in a great location.

The B and T Ranch | Gilroy, California

$1,724,942

The B and T Ranch is a 12-acre equestrian facility with 3 dwellings, a beautiful 20-stall barn and a dressage arena with mirrors and lights. You have to see it to appreciate.

The Santos Farm | Gilroy, California

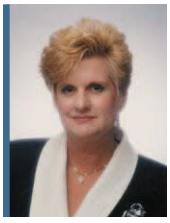
$1,599,000

The Santos Farm is 18 acres of Class I Soil with 2 exceptional updated homes, 2 good wells and 3 character dairy barns. You can grow most any vegetable, grapes, olives or lavender, just 5 minutes east of Gilroy.

The Bod Fish Creek Ranch | Gilroy, California

$1,499,994

The Bod Fish Creek Ranch is an 11-acre horse property with 2 homes. There is a beautiful executive home with gardens, perfect for weddings. It is just 40 minutes to San Jose or Monterey.



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KENILWORTH $8,950,000

Stunning renovation of this extraordinary home on an oversized lot with pool, lush grounds and great coach house!

Barbara Mawicke 847-446-4500

NEW BUFFALO, MI $4,950,000

Situated at a one-of-a-kind spot is this custom Greek-style villa with uninterrupted lake views with 150 feet of lake frontage.

Chad Gradowski 219-241-9083

KENILWORTH $3,950,000

Stately English Manor home in mint condition! An architectural gem close to school, train and the beach!

Barbara Mawicke 847-446-4500

OAK BROOK $3,748,000

Unique Tuscan countryside villa. A rare and remarkable estate of exceptional quality and lush gardens.

Bob Housh 630-542-0070
Barbara Nasharr 630-430-7203

OAK BROOK $3,199,999

Stunning estate on 1.65 wooded acres! 14,000 sf, 5 bedrooms, 5.1 baths, 9 fireplaces + coach house & 11-car garage.

Chaz Walters 773-868-3080

KENILWORTH $2,895,000

Outstanding home close to the lake! New gourmet kitchen, 8 bedrooms, 5.3 baths, conservatory, library and 4-car garage.

Barbara Mawicke 847-446-4500

LAKEVIEW $2,351,000

Luxurious brick home on Lakeview's premier street! Extra wide 5 bedroom, 4.1 bath floor plan with theater.

Chaz Walters 773-868-3080

OAK PARK $2,150,000

One of Oak Park's grand Arts & Crafts estates, a blend of historical accuracy and modern amenities.

Jamie Hogan 708-508-1991

EVANSTON $1,995,000

Italian Renaissance-style home radiates elegance and beauty! 5 bedrooms, 3.2 baths plus coach house. 3-car garage.

Chaz Walters 773-868-3080

RIVERWOODS $1,799,000

Sensational 5 bedroom, 5.2 bath home. 4 fireplaces, 4-car garage, tennis court and indoor basketball court.

Joan Forrest 847-624-2880

GOLD COAST $1,339,000

Distinguished 3-story townhome in David Adler section! 2,700 sf, 3 bedrooms, 3.1 baths. Elevator, deck and garage.

Chaz Walters 773-868-3080

GOLD COAST $1,200,000

Prestigious 2,800 sf Gold Coast gem! 2 bedrooms, 3.1 baths, hardwood floors, vaulted 23' ceilings and grand fireplace.

Chaz Walters 773-868-3080

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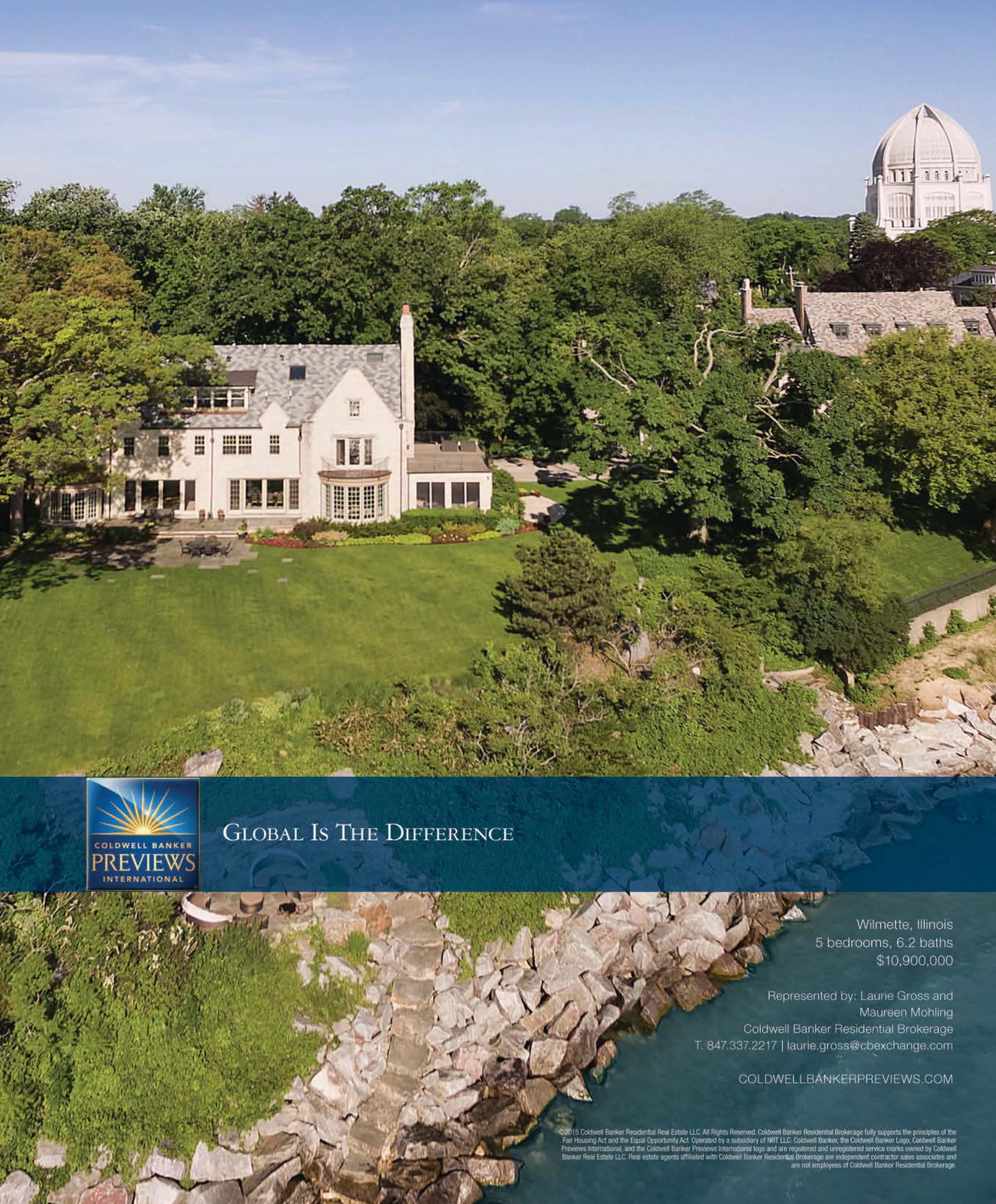

GLOBAL IS THE DIFFERENCE

Wilmette, Illinois
5 bedrooms, 6.2 baths
$10,900,000

Represented by: Laurie Gross and
Maureen Mohling
Coldwell Banker Residential Brokerage
T. 847.337.2217 | laurie.gross@cbexchange.com

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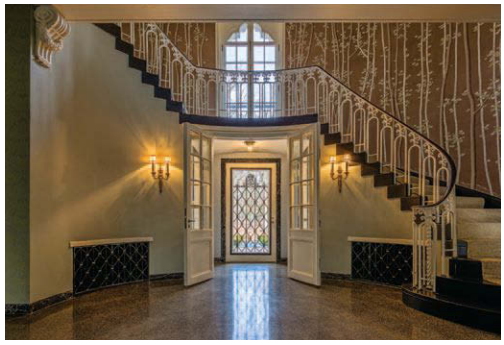
Experience Is The Difference



Thorndale Manor | Lake Forest, Illinois

6 bedrooms, 5 full baths and 2 half baths | $3,600,000

Designed in 1916 by renowned architect Howard Van Doren Shaw, this rare, magnificent and very manageable home makes living in one of Lake Forest's famous estates easy. The gracious manor includes 5 fireplaces, sunrooms, porches and large windows with limitless vistas of the breathtaking property, which includes sweeping lawns, a pond, majestic oaks and gardens. www.thorndale.info.

JEAN GROESBECK
T. 360.941.3734 | jean@jeangroesbeck.com
Coldwell Banker Bain
WWW.ANACORTESLIVING.COM

Experience Is The Difference

13565 Bayview Road | Mount Vernon, Washington

4 bedrooms, 5 full baths | $1,500,000

This spectacular Northwest contemporary home combines art, technology and natural materials to create a unique blend of elegance and architectural brilliance. An open floor plan, rich woodwork and rooms flooded with natural light create a warm, serene haven with venues for entertaining, relaxing and playing. The estate also includes 10± level acres, plus your own private lake.

Experience Is The Difference

MARIANA COWAN
T. 902.450.5752 | mariana@supercityrealty.com
Coldwell Banker Supercity Realty
MARIANACOWAN.COM | COLDWELLBANKERPREVIEWS.COM

Chester Grant, Nova Scotia

4 bedrooms, 3 full and 1 half baths | $1,690,000 CDN

This stunning home on Millet Lake has a custom kitchen, huge wet bar, Michael Phelps swim spa, huge garages and more.

Oakland, Nova Scotia

3 bedrooms, 5 full and 1 half baths | $1,955,000 CDN

This custom home on 4.7 acres has panoramic ocean views of Indian Point, 91 feet of oceanfrontage and deep-water mooring.

Mahone Bay, Nova Scotia

4 bedrooms, 2 full and 1 half baths | $1,298,800 CDN

This oceanfront estate is set on 4.57 acres and has a main home, carriage house and views of Mahone Bay and Strum Island.

Indian Point, Nova Scotia

3 bedrooms, 2 full and 1 half baths | $949,900 CDN

Enjoy ocean views from this property that is close to the amenities of Mahone Bay and 45 minutes from the international airport.

Victoria Harbour, Nova Scotia

4 bedrooms, 4 full and 2 half baths | $1,450,000 CDN

This oceanfront estate has a 6,318-square-foot home, 3.6-acre grounds, Bay of Fundy views and 259 feet of direct oceanfrontage.

Pleasantville, Nova Scotia

4 bedrooms, 6 full baths | $1,995,000 CDN

On the popular South Shore, this prestigious, custom home has over 8,900 square feet, a large wharf and a triple garage.

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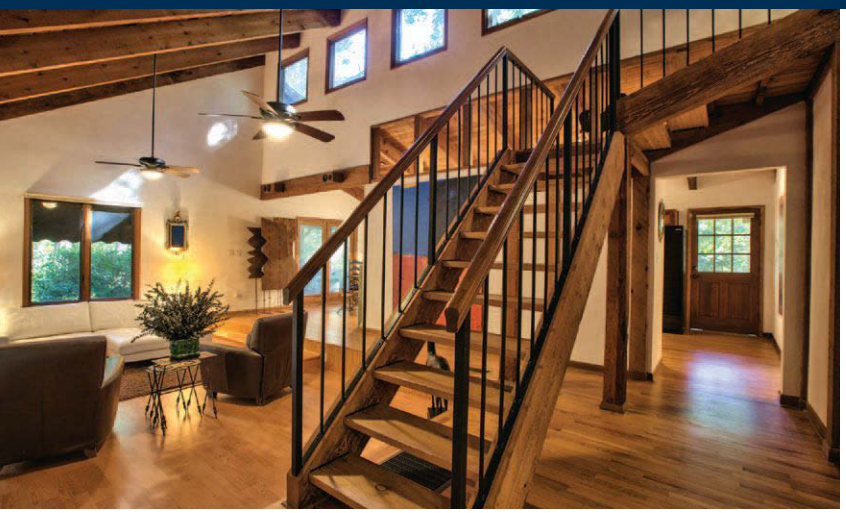

9555 Yashuntafun Road

Tallahassee . Florida

Impeccably restored and tucked away on 13 lush acres, this 3-bedroom, 2-bath home features 22-foot vaulted and beamed ceilings, hardwood floors, 3 screened porches, a pool and a guest/pool house. Located minutes from the State Capitol Building and airport. This property has horse potential. $465,000.

For more details and a full tour of this property, go to **www.sandyhigdon.com**

SANDY HIGDON
Coldwell Banker Hartung and Noblin, Inc.
850.510.5500 / shigdon@coldwellbanker.com

3559 Old Federal Road

Quincy . Florida

This hand-built, 2-story cypress home on 10 acres has 3 bedrooms; 2 baths; 2 fireplaces; a kitchen with a commercial double oven and stove; and a living room with hand-hewn cherry-wood beams, mantel and staircase. The attached 2-bedroom, 1-bath guesthouse has a separate entrance. $389,900.

For more details and a full tour, go to **www.coldwellbankertallahassee.com**

JASON BOONE
Coldwell Banker Hartung and Noblin, Inc.
850.545.0186 / jasonbutlerboone@yahoo.com

Private North Grove Enclave

Coconut Grove . Florida

A spectacular 3,300-square-foot home in Coconut Grove is a blend of luxury and casual elegance. Volume-peaked ceilings welcome you to this split-floor-plan enclave that features a large, covered pool deck, 3 bedrooms, 3.5 baths, a formal dining room, breakfast area and a bonus room. $1,799,000.

IVORY COOKS & BRYAN SCHAEFER
Coldwell Banker Residential Real Estate
I: 305.965.9606 / Ivory.Cooks@Floridamoves.com / B: 305.321.5841

Lakefront Gem

Lake Almanor . California

This beautiful home is situated in a private park-like setting on a .82-acre parcel with level water access, offering 4 bedrooms, 4.5 baths and a spacious master suite overlooking the lake. The home boasts a gourmet granite kitchen, Burl Claro Walnut cabinetry, an exercise room with a sauna and a 3-car garage. $1,475,000.

For more details and a full tour of this property, go to **www.cathykuersten.com**

CATHY KUERSTEN
Coldwell Banker, Kehr-O'Brien Real Estate
530.375.7557 / nckuersten@yahoo.com / Cal BRE#01127520

Lisa Ferringo & Associates

Coldwell Banker Schmitt Real Estate Co.

29967 Overseas Highway, Big Pine Key, FL 33043

305.797.1221 ~ lisaferringo@aol.com ~ www.uniquekeyshomes.com

901 WEST OCEAN DRIVE, UNIT 2E, KEY COLONY

Key Colony Beach offers this spectacular unit at the Residences with blue-water views of the Atlantic and the white sandy beach. Highly appointed finishes, such as bamboo and travertine floors and plantation shutters, are featured in this meticulously maintained unit. Enjoy resort-style living with a semi-private elevator, 2 heated pools, a 2-car garage, storage room, tropical grounds, maintenance-free landscaping and more in this small complex of 5 residences that offers peace and privacy. $1,399,000.

245 SOUTH POINT DRIVE, SUGARLOAF KEY

This gorgeous concrete, open-water pool home in prestigious South Point features an open floor plan and boasts picturesque open-water views through sliding walls of glass from all living areas and the master suite. The resort-style, 60-foot lagoon pool is surrounded by majestic palms and lots of decking. A dock with a boat lift, an elevator and lush designer landscaping is also included. This property could also provide excellent rental income! $1,299,000.

21540 OVERSEAS HIGHWAY, CUDJOE KEY

Tucker's Cottages, an income-producing, 1-acre oceanfront compound offers 4 buildings, all with transient rental licenses. The owner's house, an elevated 3-bedroom home, features 9-foot ceilings and ocean views. The triplex has 3 bedrooms, plus an unfinished space that can be converted to an additional unit. A duplex and a cottage are also included. The property also boasts a lap pool; room for boats, kayaks and paddleboards; a protected boat basin; and oceanfront dockage. $1,699,000.

Rockwall . Texas

Spanning 23-plus acres, this stunning waterfront estate is the jewel of Rockwall. The magnificent property features a timeless and traditional Austin stone exterior with a metal roof, pond, pool, horse barn and panoramic views of Lake Ray Hubbard.

Rockwall . Texas

Located in gated Oaks of Buffalo Way, enjoy exceptional living in this magnificent custom home with luxury amenities, nestled on a manicured landscaped lot. Large, well-appointed rooms encourage entertaining while overlooking a comfortable backyard featuring a pool/spa, spacious living areas and a fireplace.

Rockwall . Texas

Defined by sophisticated architectural elements, unique designs and luxury amenities, this home with an exceptional floor plan offers an optional 2nd master suite on the 1st floor and a craft/exercise room off the master suite, exceeding all expectations with luxurious comforts and deluxe amenities.

Rockwall . Texas

Gated and private, this 7.66-acre property offers a main house, separate guest-house and an insulated shop and pole barn. This pristine property features dual kitchens, an exercise room, stone exterior, plantation shutters, hand-scraped hardwood floors, granite showers and views of the adjoining wildlife preserve.

Heath . Texas

This lakefront lot boasts 1.29 acres and 265 feet of frontage in an east-side location with the best view. Enjoy a private water well, seawall, boating, fishing and water sports in a vacation-like setting with top-rated schools and a low tax rate. Offered investor/builder ready at $560,000 below the $1,350,000 appraisal.

For more details and a full tour of these properties, go to **www.kellycrowell.com**

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2443 Marsh Hill Road in McHenry, Maryland 21541
Offered at $1,699,000
5 Bedrooms 5 Full & 2 Half Baths 7,431 SqFt Lakefront
4 Master Suites Dock Slip Movie Theater Wine Cellar 3 Car Garage
Security System Whole Home Audio 4 Fireplaces Hot Tub
Successful Vacation Rental 3 Mintues from Wisp Ski Resort

Luxury defined... This stunning provincial-style home is located on the serene shores of Deep Creek Lake in Western Maryland. You will enjoy every comfort of affluence while being immersed in the tranquility of a mountain community. The impressive foyer leads you into a home with features that include a private in-home theater, a gourmet kitchen, a lakefront deck with breathtaking views, and so much more. Remarkable craftsmanship is on display in every detail of this gorgeous home.

Coldwell Banker Deep Creek Realty

Coldwell Banker Previews International

Watch the Property Video
Fall in Love with this Home...

Presented by Patrick J. Kane
Coldwell Banker Deep Creek Realty
24439 Garrett Hwy., McHenry, MD 21541
301.387.5303 ext 106
patrick.kane@coldwellbanker.com
www.coldwellbanker.com

Flawless Gem

Northfield . Illinois

An extraordinary estate with all the charm of country living is just minutes from everything. The property boasts a rare, private and serene 1.5-plus-acre setting with a landscape plan by an award-winning professional, a pool and a tennis court. The home was decorated by a nationally published interior designer and showcases beautiful yet livable taste. This one-of-a-kind, renovated, 5-bedroom Colonial has a versatile floor plan, 2 family rooms, a gourmet kitchen, 1st-floor guest suite and a game room. $2,285,000.

Hamptons-Like Retreat

Winnetka . Illinois

This one-of-a-kind nautical retreat is located in a beautiful wooded setting close to the train and the lake. The recently renovated home offers a versatile floor plan, luxurious 1st-floor master suite, a library, great room, music area and a bar. The gourmet kitchen features views of the ravine yard. Sale pending for $1,985,000.

Gorgeous Modern Renovation

Kenilworth . Illinois

A masterful Gold LEED-certified, energy-efficient, renovated home saves money and the planet! This exquisite home located near the Sears School was rebuilt entirely with many new improvements, and offers an open floor plan, a stunning gourmet kitchen, family room, mudroom, 4 spa baths, a master suite with a dressing area and a fabulous lower level. $1,325,000.

For more details and a full tour of these properties, go to **www.LiveAndPlayNorthShore.com**

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262.490.5558
jon@cb-elite.com

UPPER NASHOTAH LAKE - This fantastic Post and Beam home has one of the most private and pristine settings on the lake. Outstanding lake views and impeccable construction! $3,990,000

LAC LA BELLE - The Magnificent Marjorie Montgomery Ward Mansion! Over 15,000 sq ft of history, charm & beauty makes this one of the most desirable homes in the area! 335' of frontage. $3,395,000

UPPER NASHOTAH LAKE - Gorgeous Tuscan design with every amenity you could imagine. Phenomenal mill work, boathouse and privacy. Award winning landscaping! $3,350,000

OCONOMOWOC LAKE - Situated on a wooded knoll on a prestigious lake, this home offers privacy and lake views from almost every room. Beautiful finishes on all three floors. $2,550,000

OCONOMOWOC LAKE - Beautiful, sandy beach frontage on prestigious lake. This "Aspen Lodge" home is just off the lake with a level lot and two story great room overlooking the lake. Great get away! $1,750,000

PEWAUKEE LAKE - Great Western sunsets from every room of this home! Fantastic master suite, an elevator and three levels of living space make this home ideal for living the lake life! $1,189,000

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jon@cb-elite.com

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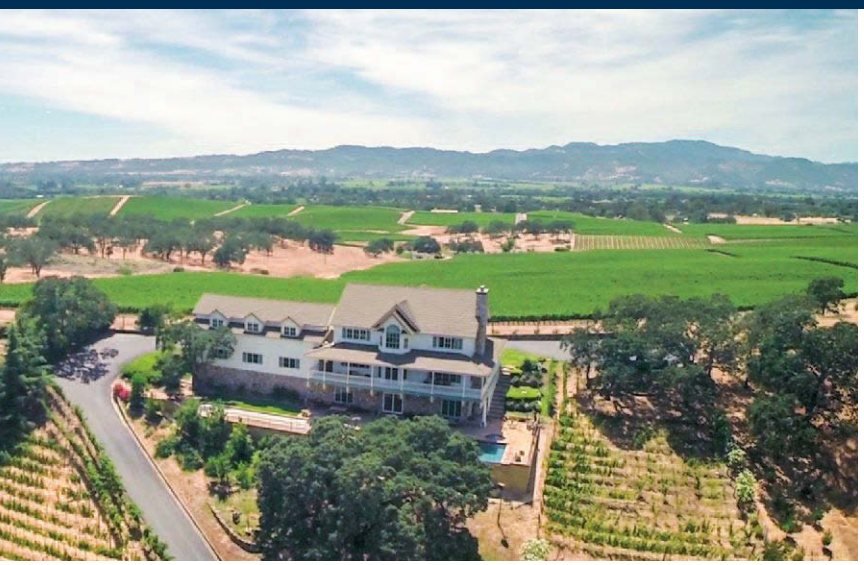

Gated Napa Valley Estate

Napa Valley . California

This gated Napa Valley estate offers jaw-dropping views over the Silverado Resort golf course to the east, and a sea of vineyards and beautiful sunsets to the west. The wine cellar has a license to sell wine from the property's award-winning vineyard. The home offers 4 en suites, a custom office space, conference room, guest room, a 4-car garage, bocce ball court and an infinity pool. $4,295,000.

For more details and a full tour of this property, go to **www.carolynroberts.com**

Wine Country Living

Napa Valley . California

Tucked away on 5.8 acres behind iron gates, a stone entry welcomes you to this enchanting single-level farmhouse surrounded by 4.2 acres of cabernet vines. The home features hand-troweled finishes, skylights, crown molding, a wine cellar and a stone terrace surrounding the sparkling pool and expansive gardens. Enjoy abundant privacy with easy access to the best food and wine in the world. $2,895,000.

For more details and a full tour of this property, go to **www.carolynroberts.com**

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COLORADO EXPERT
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emanzi@slifer.net

Marietta . Georgia

Giant Oak Estate, nestled on 4 wooded acres just outside Atlanta, features 4 bedrooms, 5.5 baths, 6 fireplaces, century-old repurposed heart of pine floors, a gourmet kitchen, grand family room and a library. A full, finished terrace level offers many upgrades. $1,799,000. www.GiantOakEstate.com

Powder Springs . Georgia

Bellewood Estate sits majestically on over 5 acres north of downtown Atlanta. The entrance and circular driveway create a dramatic approach. Designed by the owners, no detail has been missed on this opulent 5-bedroom, 6.5-bath floor plan with 9 fireplaces! $2,500,000.

Canton . Georgia

This magnificent home sits stately on 4 acres and represents the finest in upscale living. Customized carved molding and specialized features throughout add to the opulence of this estate. Timeless elegance blends seamlessly with every modern convenience. $1,187,000. www.LuxuryEstateOnSixes.com

Ellijay . Georgia

This Georgia mountain retreat is located 2 hours from Atlanta. A custom home on 5 acres with a bordering creek boasts hardwood floors, maple cabinetry, an elevator, gourmet kitchen, den, game room, media room, a large garage and mountain views from the sunroom, terraces and patios. $1,198,888.

Ellijay . Georgia

A gated cypress-and-stone estate on 131 acres has 360-degree mountain views. The main house offers fireplaces, granite counters, stainless appliances, hardwood floors, large porches, decks and includes a full basement. A separate 2-bedroom, 2-bath guesthouse is included. $2,499,888.

Dublin . Georgia

This custom home on a wooded cul-de-sac lot in a gated community was designed to retain harmony with its natural surroundings. Marble counters, heart of pine, oak and cypress all reinforce the solid strength and love of nature within this spacious abode. $599,900. www.DublinLuxuryEstate.com

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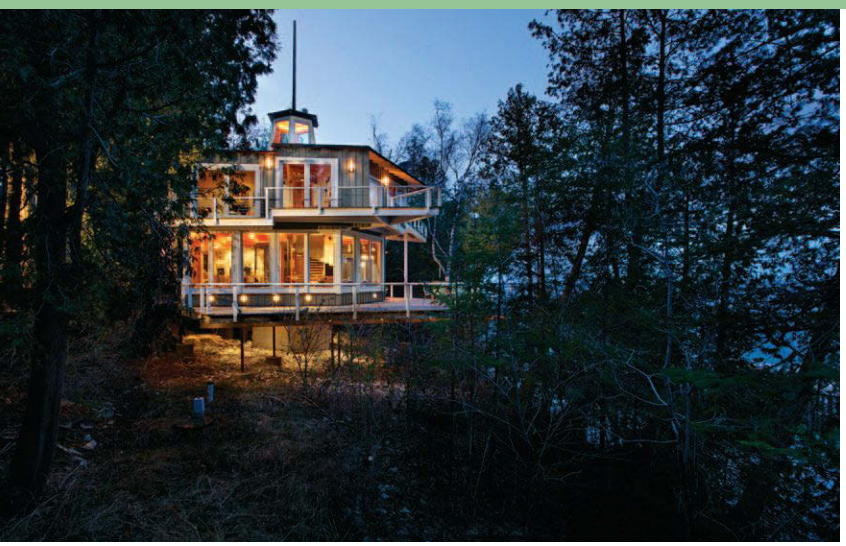
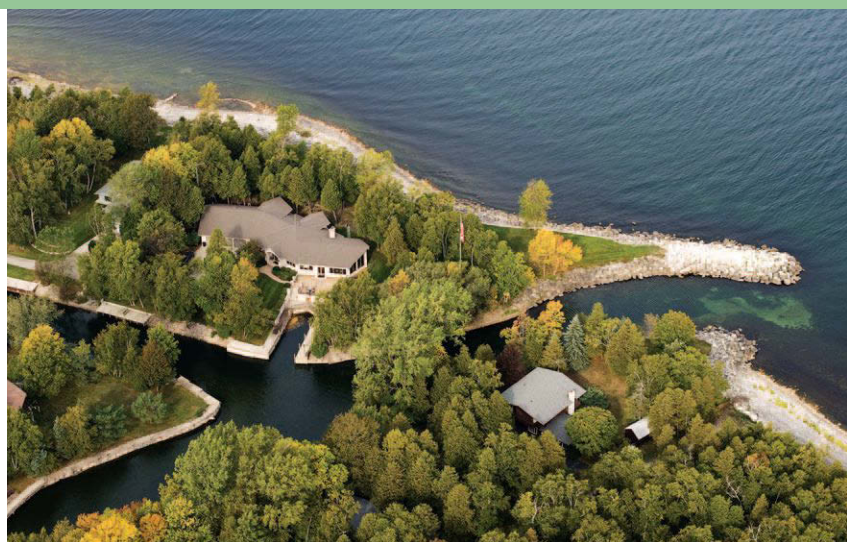


12676 Door Bluff Park Road

Ellison Bay . Wisconsin

Built into the side of a bluff on 1.8 acres in a secluded community, this significant Mid-Century Modern, 4-bedroom home with high-end kitchen and baths has wraparound decks on both levels. On 430 feet of Lake Michigan frontage, there is a 120-foot, steel-and-concrete pier with extra-wide dredging and mooring for up to 4 boats. This offering includes a 1.6-acre buildable parcel. $2,450,000. www.sothebysrealty.com/eng/sales/detail/180-l-1253-vcmy8n



4295 Bay View Drive

Sturgeon Bay . Wisconsin

This incredible contemporary home offers an open floor plan with high ceilings, a 1st-floor master suite and 2 additional en suite bedrooms. Located at the end of a peninsula with a private 60-foot boat slip with shore power and a pump-out system, there are 264 feet of protected shoreline and 265 feet of lagoon, plus 2 additional docks for guest boats along High Cliff Park Lagoon. $2,490,000. www.sothebysrealty.com/eng/sales/detail/180-l-1253-2f996e

1650 Lake Breeze Trail

Three Lakes . Wisconsin

This 32-acre North Woods compound has 786 feet of frontage on Town Line Lake with a sand beach, boat docks, boat lift, dry boat house, tennis court and a 2-bedroom lakeside cabin. Both the 5-bedroom main house and 3-bedroom guesthouse have attached 2-car garages. There is also a 4-car detached garage and various storage structures for water toys and snowmobiles. $4,500,000. www.sothebysrealty.com/eng/sales/detail/180-l-1253-3ew27w

1677 Lake Shore Drive

Cleveland . Wisconsin

Enjoy views of Lake Michigan from the 2-story living room and almost every other room of this custom-built contemporary home with a wraparound deck. The lower level is double height, offering convenient storage for beach and water toys. In a park-like setting, there is a wildflower meadow between the house and 150 feet of sand beach with electricity and drinking water. $690,000. www.sothebysrealty.com/eng/sales/detail/180-l-1253-hjecmw

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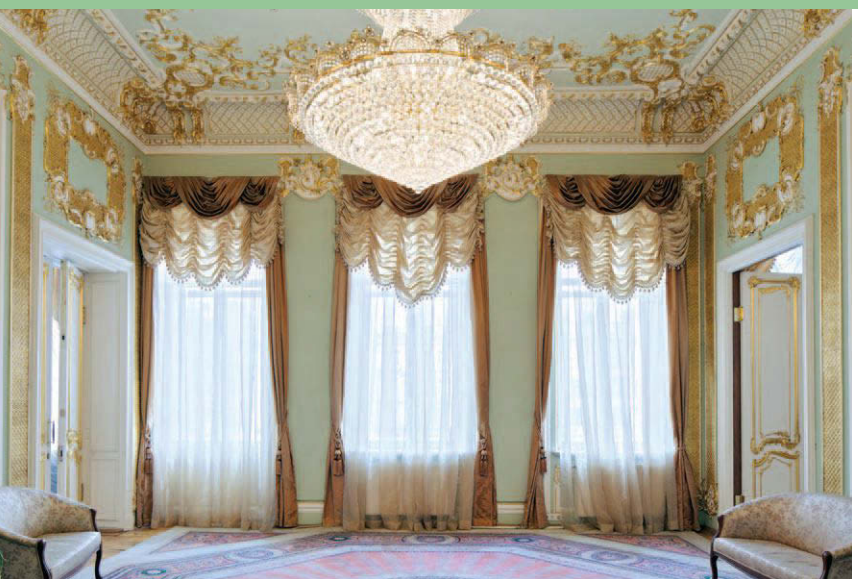

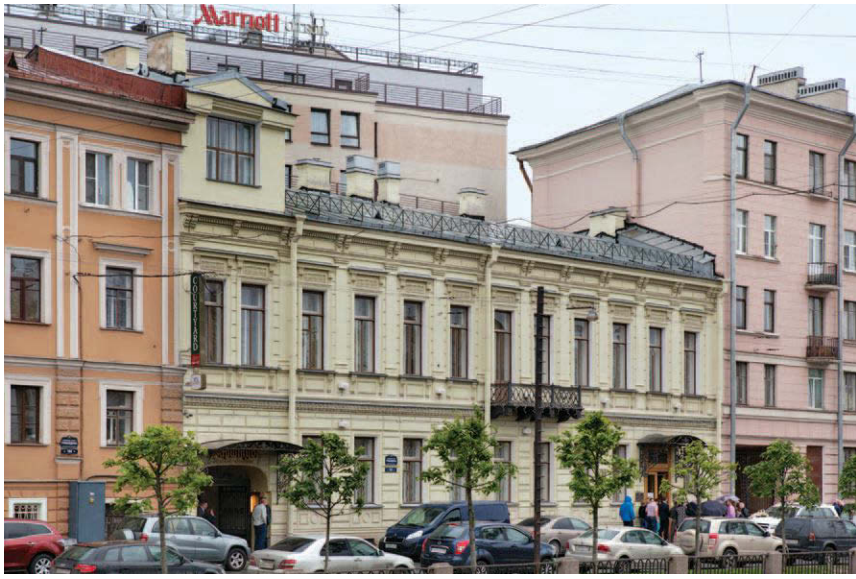

St. Petersburg Mansion

St. Petersburg . Russia

This lovely 2-story house with an attic (with a total area of 969 square meters) is located in Kolomna — one of the most romantic and promising historical districts of St. Petersburg, next to the Mariinsky Theater. The front façade faces the quay of Griboyedov Canal, and the back façade is incorporated into the atrium of the Courtyard by Marriott Hotel. The ground floor is occupied with modern office space, while the 1st floor features magnificent staterooms decorated as palace interiors in the style of late eclecticism. The building is equipped with all the modern communications. The Courtyard Hotel offers additional services, including meeting rooms, restaurants, accommodations, underground parking and more. An ideal place for a trade mission or an office, this property offers all the necessary facilities for the organization of official receptions. $12,000,000.

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Bridle Path Timeless Classic

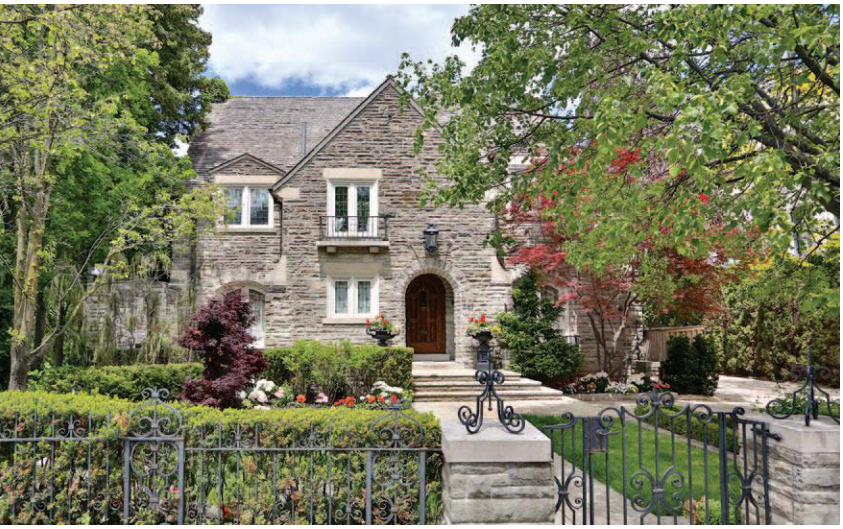
Toronto . Ontario . Canada

This 9.39-acre Valleyanna estate enjoys a storybook setting. Natural light cascades through wall-to-wall windows, creating a spacious flow. The lower family room features a wood-burning fireplace, walk-out to the terrace and a game room with a fully serviced wet bar. A 32-seat home theater, indoor pool and lounge area, reflecting pool, manicured hedges, waterfalls and meandering pathways descending to the Don River Valley complete this estate. $15,500,000.

Forest Hill Masterpiece

Toronto . Ontario . Canada

This resplendent custom-built residence with impeccable appointments features French polished mahogany cabinetry, a grand entertaining room, gas fireplaces in the living/dining rooms, a library and a master suite. The lower level offers a lounge, wet bar, wine cellar, massage room, spa, yoga room and a gym. Outdoors, find a loggia with a limestone/granite floor, a fireplace, glass-domed coffered ceiling, outdoor kitchen, gardens and a sparkling pool. $15,000,000.



Forest Hill Stately Design

Toronto . Ontario . Canada

On a premier 75-by-351-foot lot, this traditional stone mansion has undergone a stunning renovation. The spacious family room features a built-in entertainment center, banquette-style seating, a gas fireplace, wet bar and a walk-out to the terrace. Pocket doors open to the oak-paneled library. An elevator serves all levels of the 7-bedroom, 11-bath home with a lower-level kitchen and indoor/outdoor pools that is close to private schools and downtown. $10,865,000.

2-Acre Family Compound

Blue Mountains . Ontario . Canada

In the heart of Ontario's premier 4-season resorts, this private paradise features a grand open living and dining room combination with wall-to-wall and floor-to-ceiling windows that afford breathtaking views of the Georgian Bay and Blue Mountain. This Contemporary masterpiece is complete with a tennis court, infinity pool and 163 feet of water frontage. Close at hand are downhill and cross-country skiing facilities, golf courses and mountain bike trails. $4,395,000.

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Our online content offers the latest in news & trends
for the luxury homebuyer. Our Blog and Features keep you up-to-date
on luxury products, services, developments and more,
including big listings, big sales and commentary from our editors.

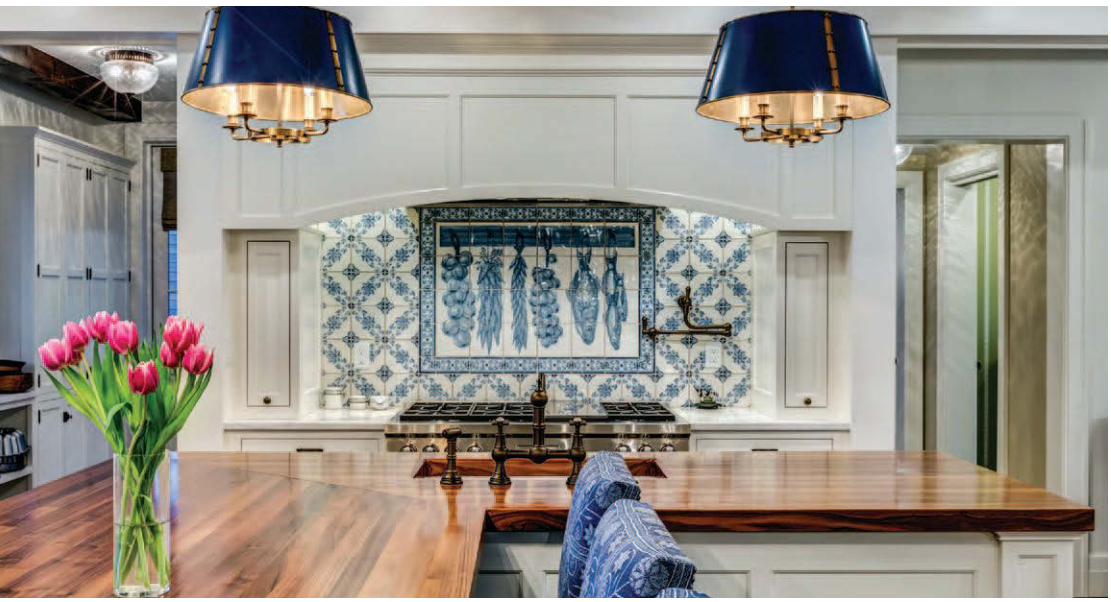
Enchanting Pacific Heights Co-Op

San Francisco . California

Located in one of the most prestigious cooperative buildings in San Francisco, this 3-bedroom, 4.5-bath home offers an unparalleled presentation of elegance, unique EMF protection, exquisite architectural details, designer finishes and sweeping bay and city views. Features include a grand living room with a fireplace, a formal dining room, highly stylish kitchen, media room, a sumptuous master suite and 2 additional en suite bedrooms. Situated on a prime block of Pacific Heights, the home is just near Alta Plaza Park and Lafayette Park, the shops, boutiques and delightful restaurants of Fillmore Street, as well as the shopping areas of Pacific and Presidio Heights. $8,600,000.

PATRICIA LAWTON
Alain Pinel Realtors
3701 Buchanan Street, San Francisco, CA 94123
415.309.7836 / pattie@lawtonsf.com

For more details and a full tour of this property, go to **www.2170jacksonstreet.com**



Sophisticated Elegance

Boulder . Colorado

This single-family, 9,079-square-foot home is a masterpiece of traditional design and is on a rare, flat and landscaped 5.19 acres in North Boulder's Wineglass Ranch. Uncomprising attention to design, appointments and technology have created a warm and inviting home with city and mountain views. The property includes a gourmet kitchen, 4 bedrooms, 8 baths, a library, sunroom, a pool, pool house, a barn with a 2nd garage and home office and a school house with a full kitchen that can be converted into a mother-in-law or guest suite.

In a picturesque valley below the iconic Flatirons, Boulder hosts thriving tech and natural foods industries, a renowned entrepreneurial community, has some of the region's best restaurants, federal research labs and a world-class university, all surrounded by 45,000 acres of open space. No wonder this Rocky Mountain town of approximately 100,000 people is a world-class destination. https://bouldercolorado.gov/visitors. $7,499,000.

JIM THOMAS, MBA
RE/MAX Alliance
4770 Baseline Road, Suite 110
Boulder, CO 80302
C: 720.317.9621 / jim@jtboulder.com
www.JTBoulder.com

For more details and a full tour of this property, go to **www.415leehill.com**

Old Turkey Creek Ranch

Washington and Lee Counties . Texas

Experience Old World charm with sophisticated Texas country style in this 200±-acre ranch in the Ledbetter area. The main home, the old Kaltwasser Mansion, was moved from Giddings, Texas, to overlook the 15-plus-acre lake. The graceful home was restored and enhanced with all the creature comforts. The Texas rustic wing addition has soaring ceilings with hewn beams throughout the living, dining, kitchen and bar area, plus a stone fireplace and floor-to-ceiling glass overlooking the lake and outdoor play area. There is also a pool with a jetted 101-foot water slide, waterfall, fire pit, multiple decks, an outdoor living area, wet bar and a stone fireplace. Also find 7 bedrooms; 8 baths; an upstairs game room; poker room; an open living area; wet bar; studio; 2 guest rooms in the pool house; a theater room with surround sound, a 120-inch screen and elevated, stadium-style reclining leather seats; and state-of-the-art smart technology. The ranch is high game fenced and enjoys a rolling terrain with a mix of scattered trees and pastures, a creek and several ponds. There is also a separate guesthouse for a ranch manager. While some grand homes intimidate, this home welcomes, comforts and makes life pleasurable. $7,100,000.

YOUR HOME TEAM
PEG RICHARDSON &
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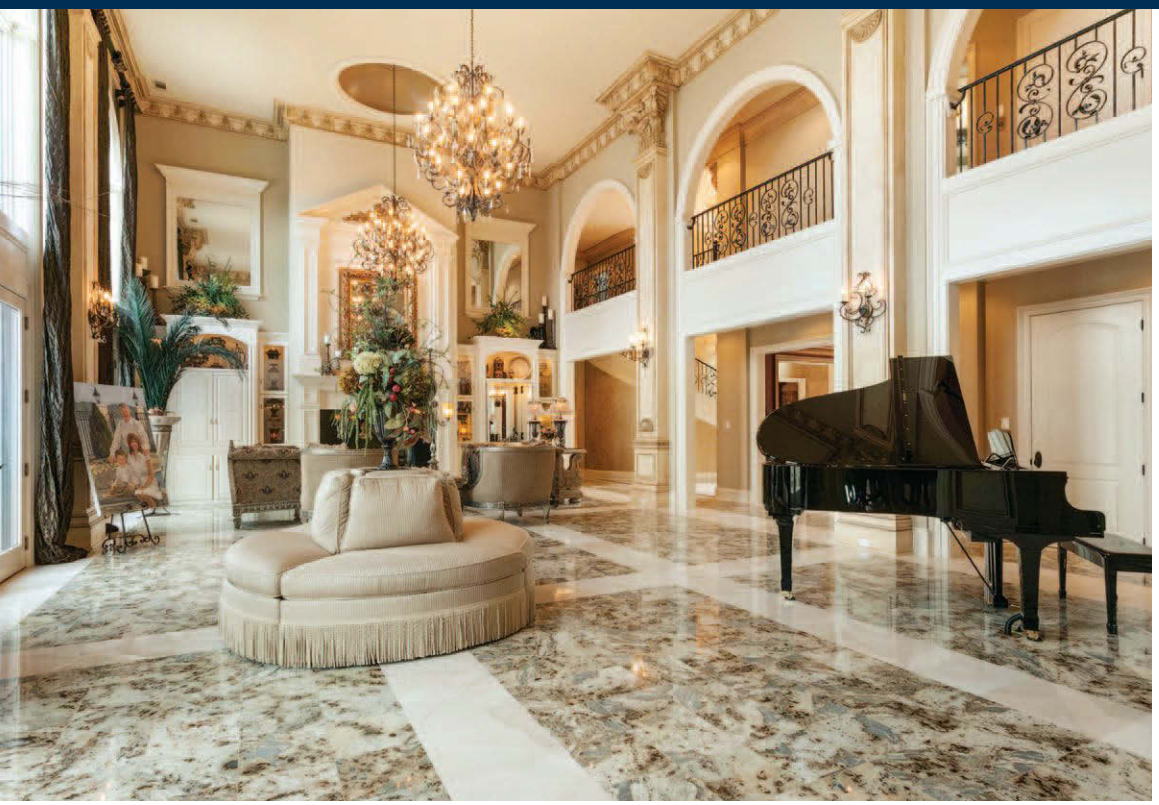
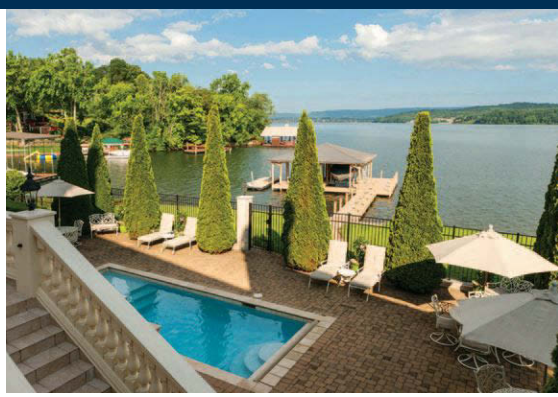
Heritage Texas
Country Properties
979.249.7584 / peg@ilovethecountry.com

For more details and a full tour of this property, go to **www.ilovethecountry.com**





Elegance Defined

Chattanooga . Tennessee

First time on the market, this stunning, custom luxury estate located on the main channel in a private, gated community is just minutes from downtown Chattanooga. Features include an open floor plan with the master on the main level, finished basement with a full-sized 2nd kitchen, an elevator, and multiple outdoor living areas, including a terrace, pool area with spa, an outdoor room with retractable screens, a built-in grilling/refreshment center and a covered dock with power lifts. Please call for more information and your private showing. Price upon request.

For an aerial tour of this home, please visit **http://bit.ly/1BwTQgC**

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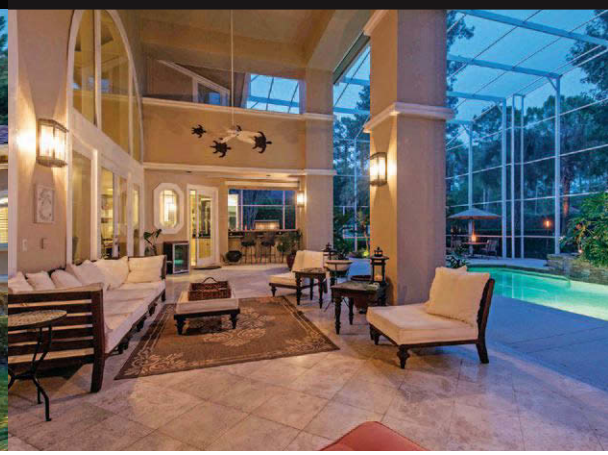
LONGWOOD, FLORIDA
ALAQUA GOLF FRONT
5 BEDROOMS, 5.5 BATHS

This exquisite custom-built home with 24-hour guard-gated entry in beautiful Alaqua offers over 5,800 square feet under air, numerous entertaining spaces for family and friends, extensive crown molding, a gas fireplace, office, media room and a wet bar with a wine cooler. The kitchen comes complete with a Sub-Zero refrigerator, a 6-burner gas cooktop, double ovens and a walk-in pantry. A 22-foot lanai overlooks the pool and summer kitchen. The floor plan was well designed by one of the top builders on this golf course lot with a water view. $1,299,000.



NEW JERSEY

Showcase Home

Summit . New Jersey

Built in 2010, the current owners have taken this classic 7,000-square-foot Colonial to a level rarely seen. Unsurpassed details can be found in this architecturally significant home with timeless, elegant rooms; distinctive millwork; high ceilings; and a superb floor plan designed for today's lifestyle. $4,295,000.

For more details, go to **www.YourNextDreamHome.net**

MARTHA MCDONNELL
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NEVERLAND RANCH

LISTED FOR $100 MILLION

PHOTO BY JIM BARTSCH

The late Michael Jackson's **Neverland Ranch** is on the market for $100 million. Now known as Sycamore Valley Ranch, the Los Olivos, California, gated estate of approximately 2,700 acres includes 22 structures and is being listed by Hilton & Hyland and Sotheby's International Realty. While the amusement park rides and exotic animals are no longer present, the iconic floral clock that spells out "Neverland" and the railroad tracks and train station remain.

The main home, designed by Robert Altevers for William Bone in 1982, is in the French-Normandy style and features approximately 12,598 square feet and 6 bedrooms, including a main-floor master suite with a private loft and two master baths. Also included are three separate guest homes, a 5,500-square-foot movie theater with a stage and seating for 50, several barns, animal shelter facilities, corrals and a maintenance shop.

This private oasis, in the heart of the Santa Ynez Valley wine country, enjoys the San Rafael and Santa Ynez mountains as backdrops, and it has extensively landscaped gardens, a four-acre lake with a waterfall, and stunning pastoral views to the south. An extensive outdoor barbecue area, swimming pool with a cabana, basketball court and tennis court also are included.

The King of Pop resided at the ranch for over 15 years, and when he defaulted on a loan backed by the ranch, real estate investment firm Colony Capital bought the note and took possession of Neverland. Since then, Colony Capital has extensively renovated the property.

— Christine Aebischer

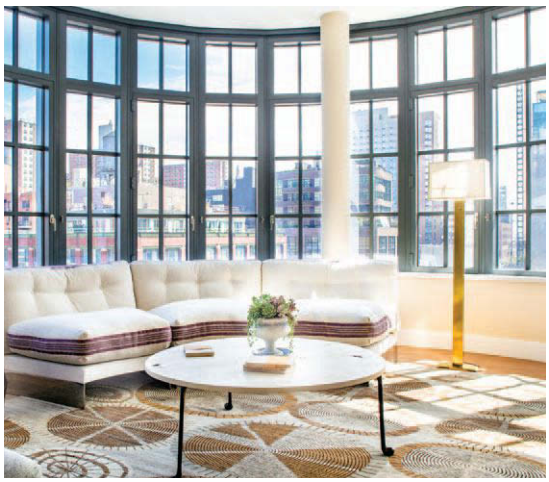
West Chelsea Penthouse Offered For $16 Million

Penthouse B at 500 West 21st Street offers New York City views spanning from the Statue of Liberty to the Empire State Building, plus the General Theological Seminary. Listed for $16 million, this residence maximizes indoor to outdoor living with oversized, curved casement windows that open to the south and west-facing, 400-square-foot terrace that is equipped with water, gas and electricity.

Entertain guests inside the 3,978 square feet from the well-proportioned living and dining rooms that open to the private terrace. The eat-in kitchen and den enjoy views of the Statue of Liberty and feature a Miele electric convection oven, speed oven, a gas cooktop with a vented pull-out hood, a built-in Gaggenau refrigerator and an under-the-counter Marvel wine refrigerator.

The 3 bedrooms are separate from the living quarters, providing maximum privacy. The oversized master suite enjoys views of the Empire State Building. The master bathroom is an oasis that boasts white statuary marble walls, Majestic brown marble flooring, custom vanities, a freestanding cast-iron Toto soaking tub, an oversized walk-in shower, radiant-heat floors, plus 2 walk-in closets. The 2 additional bedrooms are en suite and feature views of the seminary. Designated storage is included and a dedicated parking space is available.

— Kirsten Niper



For more information on Neverland Ranch, visit **hiltonhyland.com** or **sothebysrealty.com**

For more information about Penthouse B, visit **500w21.com**

ON LOCATION

THE BLUE RIDGE MOUNTAIN CLUB

BLOWING ROCK, NORTH CAROLINA

AS I ARRIVED AT THE BLUE RIDGE MOUNTAIN CLUB, awe-inspiring mountain views created a majestic first impression. But by the time I left, it was the awe-inspiring sense of community the club offers residents that created a lasting impression.

In the heart of the High Country of North Carolina, the environment here is framed by Jim Pitts, the general manager, and Reginald P. Bray, the director of marketing and sales. As they showed me the club, the two knew all of the residents' names and from where they hailed.

With buyers from 18 states, plus Puerto Rico, the club enjoys a mix of primary and secondary homeowners, as well as vacationers. There is always something to do — welcome-back dinners are regularly planned at the start of each summer season; the club offers wine and wilderness clubs; and organized hiking, fishing and shooting trips provide opportunities to get to know the neighbors. Additionally, special events add to the offerings, such as the Summer Solstice concert being planned as I was there. "It's such a big place, with a variety in what they can do here and you have many choices," shares Bray.

Spanning 6,200 acres, there are about 160 homesites available at the Club, plus several categories of cottages, homes built for sale, and "cliff dweller" residences — homes built on long and narrow lots overlooking the mountain views. Ground is breaking on Watson Gap, which will feature a general store and a condominium neighborhood.

"Our approach all along has been to create

something here that is a legacy for our members and their families," says Pitts. "With the scope of this place, we can do something great and have longevity here. We've spent the last five years finding ways to connect, and what you find is that [Blue Ridge Mountain Club] attracts people with a love for the outdoors, who are inspired by the views and who have chosen the mountains over the coast."

— Kirsten Niper

Blowing Rock, North Carolina, just off the Blue Ridge Parkway, has been a vacation destination since the mid-18th century and was voted No. 2 Best Location for a Summer Home by Haute Living.

Homesites range from $120,000 to $400,000 and average about 1-plus acres. Turnkey cottages are offered from $400,000. For more information, visit **blueridgemountainclub.com**

GOING GLOBAL WELLNESS IN TURKEY

Wellness tourism is expected to increase 9.1 percent annually until 2017, according to the Global Wellness Institute, and the wellness tourism market has risen 39 percent in just one year in the Middle East, per SpaFinder Wellness 365. Universal21's latest development, **Diamond Residence**, is one example of such a destination, perfect for residents who want to live their healthiest lives, coupled with a resort-like air.

In the Old Beylikdüzü district of Istanbul, Turkey, Diamond Residence is an innovative, modern property that boasts exclusive amenities like a vitamin bar, fitness center, an indoor swimming pool, massage room and Turkish bath. The 148-unit building is private, located away from the hustle and bustle of city life, with controlled pedestrian and vehicle entry.

Monica Anca, Director of Universal21, has noticed the growing interest in wellness living, and the Diamond Residence is living up to the demand. "The World Health Organization defines wellness as an active process of becoming aware of and making choices towards a healthy and fulfilling life. There has been a definite shift in the tourism market towards wellbeing and the demand to provide services that not only maintain a level of health, but also encourage and enrich such a lifestyle. Inevitably, this trend is beginning to appear within the property market, with owners looking to benefit from similar features on a more day-to-day basis in their homes," shares Anca.

— Kirsten Niper

ARTIST RENDERING COURTESY UNIVERSAL21

FABULOUS FINDS

MIAMI'S FENDI CHÂTEAU RESIDENCES REACHES HALFWAY MARK IN CONSTRUCTION

The new and exclusive 12-story waterfront condominium development, **FENDI Château Residences**, is now over halfway completed. Just two blocks south of the renowned Bal Harbour Shops at 9365 Collins Avenue, the building, which is FENDI's first branded condominium building globally, is already 80 percent sold and is slated to be finished in June 2016.

The 58 luxurious floor-through oceanfront residences and penthouses, ranging in size from 3,300 square feet to over 7,000 square feet, are priced from $6.5 million to $25 million. Features of the two- to five-bedroom residences include 10-foot ceilings, summer kitchens on the oceanfront balconies in the corner residences and FENDI Casa kitchens with FENDI Casa cabinets and Gaggenau appliances. Residents also have the option to include FENDI Casa decorative elements throughout their home.

ARTIST RENDERING COURTESY FENDI CHÂTEAU RESIDENCES

"[FENDI Château Residences] offers today's discerning global buyer a brand-oriented lifestyle experience in a low-density development with white-glove services," says Manuel Grosskopf, chairman and CEO of luxury private developer Château Group.

The building also features several amenity areas, including a private restaurant with a full chef's kitchen, a lounge, library, business center, ballroom, private cinema, a fitness center overlooking the ocean, multiple beachfront pools with cabanas, spas, Jacuzzis and a relaxation terrace with aromatherapy.

— Christine Aebischer

For more information about Universal21, visit **universal21.com**

The marketing and sales of FENDI Château Residences is exclusively handled by Venegas International Group.
For more information, visit **FendiChateauResidences.com**

BY CHRISTINE AEBISCHER

TABLED

Spruce up your home office or dining room with these attention-grabbing pieces that boast unique designs and the finest craftsmanship.

Bat eye Porto Stone Dinner Table

In each of its collections, London-based **Bat eye** aims to create pieces that capture the essence of a different city. Its limited edition Stone dinner table, part of its Porto collection, is meant to reflect the beauty of granite, the stone that lights up the city of Porto and upon which the city is built. With just 15 pieces made, this limited edition table will take your dining experiences to a new level. The table is handcrafted from wood and finished in gold leaf. Priced at 19,400 euros plus VAT.

Vintage Industrial Bronx Crank Desk

Phoenix-based furniture manufacturer **Vintage Industrial** is best known for its bespoke vintage-inspired designs and top-of-the-line craftsmanship, and this is exemplified in one of its signature creations, the Bronx Crank Desk. With two massive five-ton rated screw mechanisms that support and adjust the top height, plus two 12-inch cast iron crank handles, which raise or lower the top, this desk is both commanding and refined. Made from extra-heavy-duty gauge steel, the desk has over 200 rivets and bolts and features an aged finished base. The desk is available in Aged Red, Natural Steel and custom colors, and custom sizes and drawer options also are available. Pricing starts at $15,795.

The Presidents Desk Canada

The unique and historic Presidents Desk, also known as the Resolute Desk, which sits in the Oval Office of the White House has been reproduced by **The Presidents Desk Canada** for over 20 years. The authentic desk is handmade using time honored techniques passed down through generations of master craftsmen. Made in four different sizes and in either mahogany or oak, each desk is built from 100 percent solid wood and every detail is hand carved to create an exact replica of the 1880 original. The desk is also antiqued and features Scottish leather hides on the desktop. The standard 72-by-48-inch desk is priced at $9,200 for mahogany and $10,500 for oak.

For more information, **visit retro.net**, **bateye.com** and **thepresidentsdesk.com**

The only modern accessory added to **The Presidents Desk** is the use of file drawer slides for added convenience.

BERKSHIRE HATHAWAY HOMESERVICES

PRESTIGE

SUMMER 2015

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EXCLUSIVE ADVENTURES
IN AUSTRALIA & NEW ZEALAND

THE ALLURE OF THE WATER
LUXURY BUYERS FLOCK TO THE SEASIDE

EXOTIC, STUNNING, UNIQUE
TODAY'S MOROCCAN STYLES

BERKSHIRE HATHAWAY HomeServices

LUXURY Collection

THE FINE ART OF FINE **LIVING**

Salt Lake City, Utah
$8,900,000
See Page 44

Fairfield, Connecticut
$5,300,000
See Page 28

Atlanta, Georgia
$4,750,000
See Page 14

BERKSHIRE HATHAWAY
HomeServices
LUXURY
Collection

BERKSHIRE HATHAWAY HOMESERVICES

PRESTIGE

SUMMER 2015

LUXURY COLLECTION & RESORT PROPERTIES INTERNATIONAL

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On The Cover
Stunning Coastal Living Virginia Beach, Virginia
This Nantucket-style residence is set on a picturesque 1.5-acre peninsula offering breathtaking waterfront views, a beautiful open-floor-plan home and a saltwater pool. For more, please see page 2.

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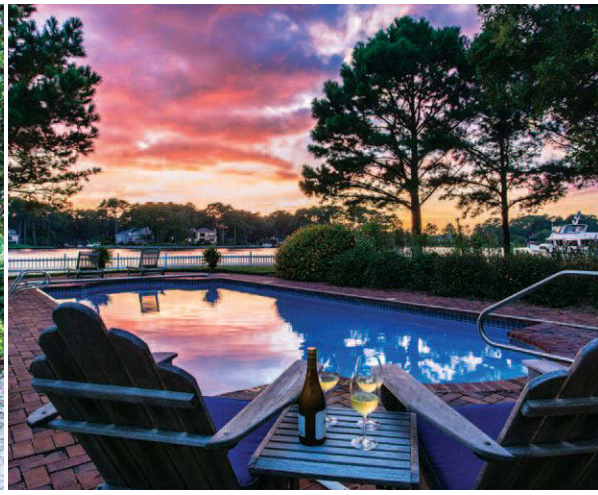

Cover Home: Virginia Beach's Waterfront Living At Its Best

Extraordinary and delightful! This enchanting Nantucket-style residence embodies the essence of private coastal living. Anchored on a manicured and private, approximately 1.5-acre peninsula with beautiful views of the Linkhorn Bay, this home was designed for gracious living by renowned Nantucket architects Botticelli and Pohl. Enjoy the open floor plan with 5,234 square feet of living space, vaulted ceilings, heart-of-pine floors and a heated, gunite saltwater pool. This home also features 6 bedrooms and a separate, detached 3-car garage with guest quarters over it that offers a kitchenette, a bedroom and a full bath. Offered at $2,995,000.

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The Emotion of the Ocean

Seaside living is about the lifestyle, and often elicits sentimental purchases.

By Camilla McLaughlin

Maybe it's childhood reveries of endless afternoons on the sand where the surf crashes in the background and salty breezes caress each evening. Maybe it's a chance to live a vacation every day or perhaps a vision of a less encumbered way of life. The reasons today might be diverse, but the siren call of seaside living has never been stronger.

"I always describe a purchase in a water area to be an emotional purchase," shares Melanie Smith with Berkshire Hathaway HomeServices New England Properties in Southport, Connecticut.

In 2014, vacation home sales boomed, doubling the combined total sales of the two prior years to reach a record high. Forty percent of those buyers purchased a home in a beach area according to the National Association of REALTORS® (NAR).

"I don't know of a market that is not on fire right now," says Gwyn Carter-Rice with Berkshire Hathaway HomeServices California Properties of coastal San Diego County. "On fire means there is a lack of quality inventory, and then there are certain price points that are just exploding and multiple offers are commonplace." To illustrate, she describes the pool of buyers in Del Mar as "extremely deep in almost every price point, including the uber expensive oceanfront homes."

In Florida, second-home and pre-retirement buyers are back, ready to stake out their place in the sun, and locations related to water have a strong pull. "People really want water views or water access, whether it's for boating or the beaches," says Pam Charron with Berkshire Hathaway HomeServices Florida Realty in Sarasota. "One thing we have noticed in the current market is there are more high-end buyers," and more cash transactions. "We have a large population of second-, third-, fourth-homeowners."

"High demand" is how Connie McKibban with Berkshire Hathaway HomeServices California Properties in Monarch Beach, characterizes the Orange County market. "High demand means many are selling within hours of going on the market. Properties priced between $1 million and $3 million are most in demand, but there are buyers in all price ranges and many sales in the last two years have broken records." Buyers are focused and often have a particular location or type of property in mind, and, she says, they are willing to wait for the right home. "They know what they want and will rent until they find what they want. And a number sell their existing homes and move to the area and rent because most of the sellers won't accept a contingency."

In Washington state, 330 waterfront homes have sold in the last six months. Washington has a range of waterfront properties with the priciest in Seattle or on nearby Lake Washington. Second homeowners often head to more affordable locations along the coast, according to Tami Wooding with Berkshire Hathaway HomeServices Northwest Real Estate in Federal Way, Washington, which is midway between Seattle and Tacoma on Puget Sound. Compared to either city, waterfront in Wooding's location is less pricey, often in the $1 million range. This year she sees the

luxury market coming back. "The million-dollar buyer is really trending upward right now," she says.

Ann Wenitsky with Berkshire Hathaway HomeServices Fox & Roach, REALTORS® in Brigantine, New Jersey, says her business has doubled in the last two years. Decades ago, Wenitsky got the attention of fellow REALTORS® when she sold a waterfront house for $450,000, a record in 1997. Since then, that house has sold multiple times for as high as $1.7 million. Today, the price might be a little less, but she says oceanfront is selling well and going forward things look very positive. "A lot of people end up using their vacation homes year round and they like it so much they end up retiring here and going south for a short time in the winter," says Wenitsky.

A surge in retirement and pre-retirement buying is boosting demand for resort properties nationwide. According to NAR, almost 20 percent of vacation homebuyers in 2014 plan to convert their home into a primary residence in the future. "We've always had a lot of second-home buyers, but now they plan to use it as a second home, then, when they retire, move here full time," says McKibban.

Unlike their parents who put off relocating or buying until they actually retired, many baby boomers are planning ahead and buying now so they can be familiar with the community when they transition to retirement. "More and more people are relocating so they can start living the lifestyle. People moving here are younger, want a nice active community and they want it now," says Charryl Youman with Berkshire Hathaway HomeServices Florida Realty in Venice, Florida.

"People drive over the Venice bridge, take in the whole historic district and Venice Avenue all the way to the beach, with houses, gazebos, park benches and waterfalls, and fall in love. It is so continental without being stuffy," Youman says of one of the relatively undiscovered gems along Florida's west coast. "It's a true beach community," she says, where it's almost impossible to be more than 10 minutes from "toes in the sand." One of the things she loves best about her location is that the planners have designated miles of beachfront on which building never will occur.

"There are a lot of people buying with plans to retire. Things have picked up a lot in the last year. We have quite a few baby boomers. Part of it is timing because the market has gained so much strength in the last two years. People are buying now because they expect prices to go up," says Charron. NAR also found that about 13 percent of buyers purchased because of low prices. An additional 13 percent said the potential for appreciation was an incentive to buy.

One big change in resort real estate is the line between a primary and a second home is becoming blurred; many owners typically own several homes and many others spend as much time at a vacation residence as they do in their primary home. The result is that many former sleepy towns have morphed into vibrant year-round communities.

Good examples can be found in towns such as Westport and Fairfield, Connecticut, where affluent families formerly encamped for the summer. "Now it's really seaside living all year," says Smith.

No matter the location, coastal California or coastal Connecticut, the draw is always lifestyle. In Connecticut, options might include an equestrian property, a former sea captain's home in a historic harbor or a waterfront contemporary. "People from Texas are always surprised that you can be on the water in the morning and on your horse in the afternoon. The lifestyle is very sophisticated. There is a lot of culture and good schools," shares Smith. "Even off the water, it's a heathy lifestyle, healthy for your mind as well as your body."

"You can be on the water in the morning and on your horse in the afternoon."

San Diego's coastal communities include Solana Beach, Cardiff and Encinitas, in addition to La Jolla and Del Mar. "Each beach community has its own personality, but they are all becoming places where you can live, work and play," says Carter-Rice.

"I think that people are finding … they're appreciating the fact that you need to refresh and replenish your body on so many levels. People are choosing simplicity, an active lifestyle and convenience. It really is that trend for people to want to walk places when the weekend comes," she explains.

"People identify Orange County as a high quality-of-life area. They come down for a weekend and suddenly they can breathe and there is no traffic," says Bruce Miller with Berkshire Hathaway HomeServices California Properties in Corona Del Mar. "Seaside living here means optimal weather and the ability to be outside year round."

"People who are buying along the coast are outdoorsy. They want a casual beach lifestyle and a destination where they can be with their families," says McKibban, who notes that buyers fit two profiles. They either live about an hour or two away, or they can be from anywhere in the world. Properties range from relatively small beach cottages up to 6,000- or 10,000-square-foot residences. In demand are any of the oceanfront gated communities along the beach, such as Niguel Shores, next to the Ritz Carlton. There are a handful of homes on the beach and they garner top prices. "Value also varies by whether you have a view and what type of view it is," she observes. Another phenomenon that McKibban describes as "amazing" is a number of buyers who are happily exchanging a large home, five to 10 miles inland, for 2,500 square feet on or near the beach, just because of the lifestyle. They want to live there and raise their kids there.

Typically visions of seaside living evoke a summertime cottage community by the ocean, but in many resort destinations that is only part of the lifestyle potential. "When someone comes to Newport Beach, there are seven different communities and lifestyles including golf, boating, harbor, family neighborhood and village. So it is just not one thing," says Miller.

In Virginia Beach, resort buyers from Richmond and northern Virginia often look to the prime beach areas in the north end of the city. But that's only part of waterfront living here. "A lot of our neighborhoods feed into the Chesapeake Bay. There is a boating and fishing community that attracts both primary and second-home buyers," says Susan Pender with Berkshire Hathaway HomeServices Towne Realty. "Our market

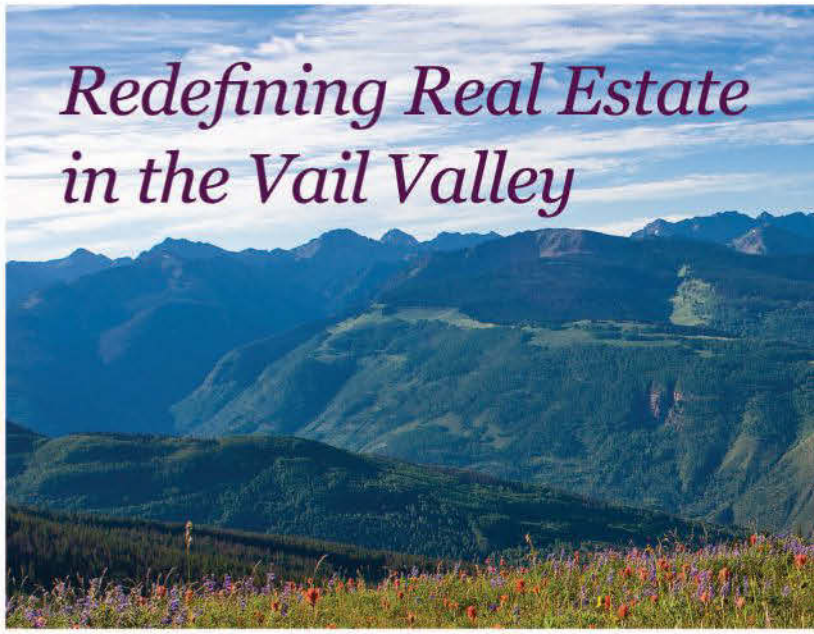
continued on page 36

San Diego, California

Beaver Creek | 164 S Fairway Drive | $3,200,000

Beaver Creek | Villas at Beaver Creek No. 4 | $3,495,000

Arrowhead | Buffalo Park No. 12 | $1,189,000



Beaver Creek | McCoy Peak Lodge No. 303 | $3,650,000

Arrowhead | 125 Mountain Retreat Court | $3,498,000

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Breakthroughs in the Bathroom

The bathroom is more than just part of your daily routine. It's also a place to unwind and pamper yourself. With these sleek, luxurious and even high-tech products, the bathroom soon may be your favorite room in the house.

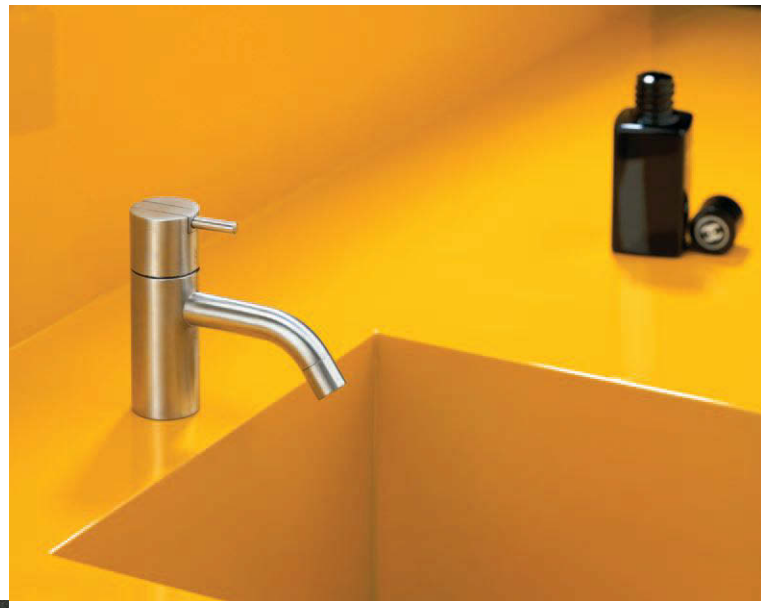
By Christine Aebischer

BainUltra Esthesia™ Collection

Inspired by Neoclassicism with clean geometric lines complemented by gentle curves, this elegant tub will be a showpiece in any bathroom, while its remarkable range of therapy packages and installation options makes it a versatile addition. Its rounded rectangular profile reveals a generously sized oval shell with plenty of room for two bathers, and its singular deck design is both spacious and practical. The Esthesia Collection also embraces the full range of BainUltra's finest therapy packages, including hydro-thermo massage, chromatherapy and aromatherapy. The tub is available as a drop-in model, ideal for smaller spaces, priced at $3,750; and as a freestanding model, priced at $6,420.

Stone Forest Wave Pedestal

Although this unique pedestal resembles a soft-flowing ribbon, it stands static and solid, as it was carved from a solid stone mass of either marble or granite. The stones used in the design were formed over hundreds of millions of years, and each block has its own personality expressed in slight differences in its crystalline structure. Curvaceous lines and fluid shapes crown this pedestal as the ultimate in new-wave design. It is offered in Papiro Cream, Bianco Carrara marbles and Honed Basalt. The latter (pictured) is priced at $2,370.



Hastings Tile & Bath Vola Faucet ➤

Possibly the most imitated faucet design on the market today, the Vola faucet is not just a faucet — it's a piece of design history. After Arne Jacobsen's design of the National Bank of Denmark won a competition in 1961, he was commissioned by the owner of VOLA A/S to design a new type of faucet where all the mechanical parts of the mixer were hidden, leaving only the handles and spout exposed — which, at the time, was a completely new concept. Vola faucets are available in single-lever, deck-mounted, wall-mounted or electronic "hands-free" models, as well as in chrome, brushed chrome and stainless steel finishes, in addition to 15 vibrant colors. Pricing starts at $1,040.

➤ ThermaSol MicroTouch

Similar to a smartphone or tablet, users control ThermaSol's sleek MicroTouch with just the touch of a finger to easily direct their steam shower experience. Capacitive-touch technology allows users to turn the system on and off, adjust the temperature, utilize the PowerFlush system or recall their last steam setting. Because of ThermaSol's Precise Infrared Temperature Sensing (patent pending), MicroTouch reads temperature more accurately and faster than standard contact temperature sensors. It was also designed with a low-profile, crisp and clear display for those who do not want to draw attention to the controller. Offered in Modern, Modern Recessed, Regency, Contemporary and Traditional styles in 14 finishes, pricing starts at $795.

185 Admirals Way, Ponte Vedra Beach, FL

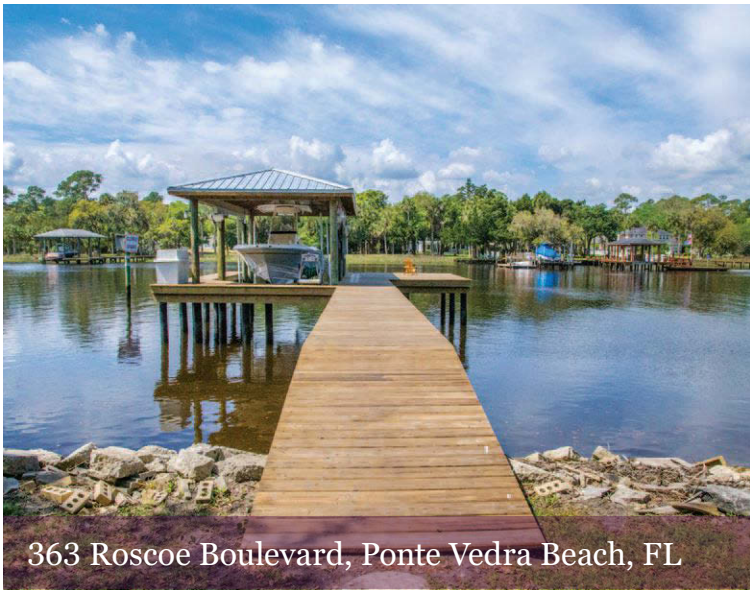
With over 200 feet directly on the Intracoastal and 2 private floating docks, this private estate home features 5 bedrooms and 5 full and 2 half baths in over 6,700 square feet, including a gourmet kitchen, media room and a separate guest apartment. Outside living includes a deluxe summer kitchen, covered porches and an award-winning pool. $3,950,000.

1840 River Road, Jacksonville, FL

This lovely riverfront home built in 1941 has been completely transformed with 5 bedrooms, 4 full and 2 half baths and over 6,200 square feet directly on the St. Johns River with a private dock and boat lift. A gourmet kitchen and fabulous water views complete this home. $2,595,000.

145 Bristol Place, Ponte Vedra Beach, FL

This Mediterranean-style custom pool home is surrounded by water and features gorgeous Intracoastal views from every room and numerous balconies. With 5 bedrooms, 6 bathrooms, a lovely gourmet kitchen, 6,700 square feet and the most upscale finishes, this home also has a 60-foot private dock on the Intracoastal Waterway. $2,800,000.



363 Roscoe Boulevard, Ponte Vedra Beach, FL

Boasting almost 100 feet of Intracoastal frontage and a brand-new dock and boat lift, this comfortable home is perfect for boaters! Features include almost 4,000 square feet of living space, 4 bedrooms, 3 baths and a beautifully renovated master suite with gorgeous water views. Situated on almost .5 of an acre, you'll find privacy and convenience here. $995,000.

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2628 Bottle Springs Road, Bandera, TX

This spectacular historic home is on 40 acres of picture-perfect land and possesses all of the architectural features of the time it was built, plus modern upgrades. The main home features 2 master suites, a guest bedroom, 3 baths, a gourmet kitchen, wet bar, media room, 3 fireplaces and formal living and dining rooms. Outdoors, enjoy a heated pool, hot tub, sauna, a full cabana bar, full guesthouse and a stocked pond. Enjoy serene views of the Hill Country. MLS# 1098172.

3 bedrooms, 3 baths ∘ $1,000,000
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Don Johnson, REALTORS®
T: 210.389.3125 ∘ jeffcfg@yahoo.com

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Texas Hill Country

This German-style limestone and cedar home offers panoramic views and total privacy. The entertainer's dream boasts a heated lagoon pool, a pavilion with a fireplace and full kitchen, 3 indoor fireplaces, Italian tile, hardwood flooring and multiple living areas that include a family room, den, study and observatory. The kitchen offers an 8-foot granite island, top-of-the-line appliances and a wet bar. Energy-saving features include zoned HVAC, a radiant barrier, Simonton Prism windows and upgraded insulation. The property also includes a 3-bay garage and a controlled-access gate.

5 bedrooms, 5 full and 1 half baths ∘ $875,000
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Don Johnson, REALTORS®
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421 Blackland Road NW, Atlanta, GA

This 7-bedroom, 9-full- and 4-half-bath home is in the best and most desirable location in Atlanta, Tuxedo Park. The new construction luxury home was built by a team of craftsman and lead by design firm William Stewart Designs. Features include superb construction, a geo-thermal HVAC, 100% Crestron enabled, a McIntosh screening room and an elevator. Pending. $4,750,000.

740 Riley Place, Atlanta, GA

An executive home in Sandy Springs is on a quiet street with amazing outdoor living spaces that walk out to a pool, spa, lawn and gardens, and is completely private. Enjoy all-new, fresh finishes. Features include a spectacular terrace level, 5 bedroom suites upstairs, Crestron automation and security. Sold. $2,150,000.

5790 Winterthur, Atlanta, GA

This exceptionally private estate on 2 acres was custom built by Bill Harrison and features large-scale rooms and architectural details to create an Old World feel, while keeping today's buyer in mind. Sold. $3,000,000.

88 West Paces Ferry Road NW, PH 2540, Atlanta, GA

New listing! This incredibly rare penthouse at the St. Regis has a 2-car garage. Features include high ceilings, Crestron automation, a gourmet kitchen, open living spaces, a master suite with his and hers baths and dressing rooms and westerly views of the trees and city from the living room. Outdoors, enjoy a covered balcony with an outdoor fireplace and grill. $5,250,000.

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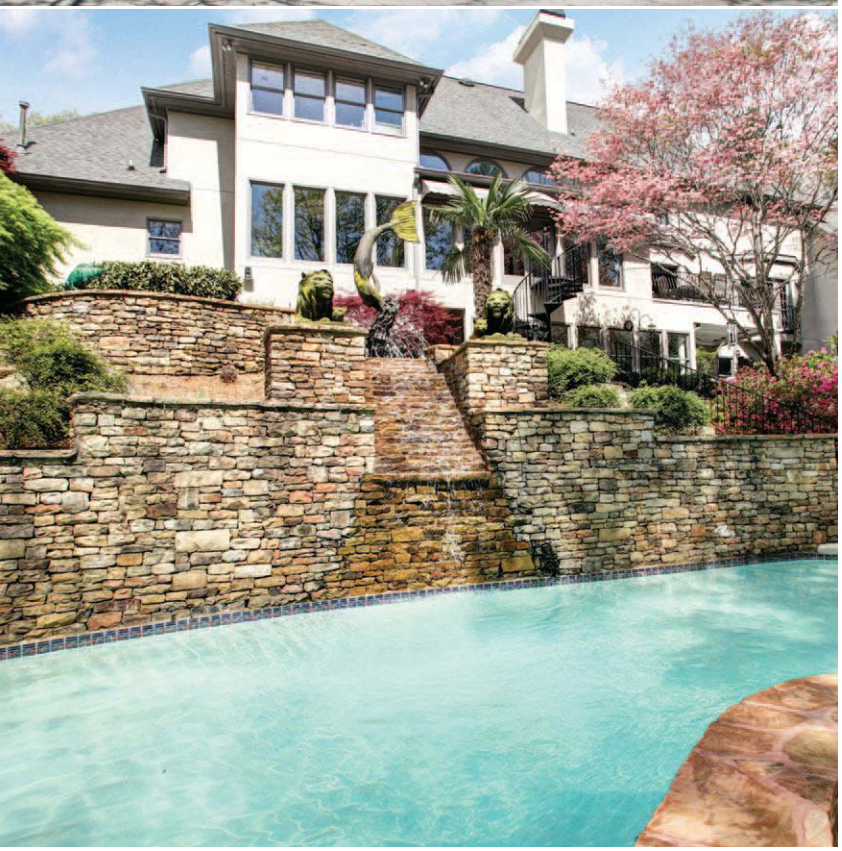

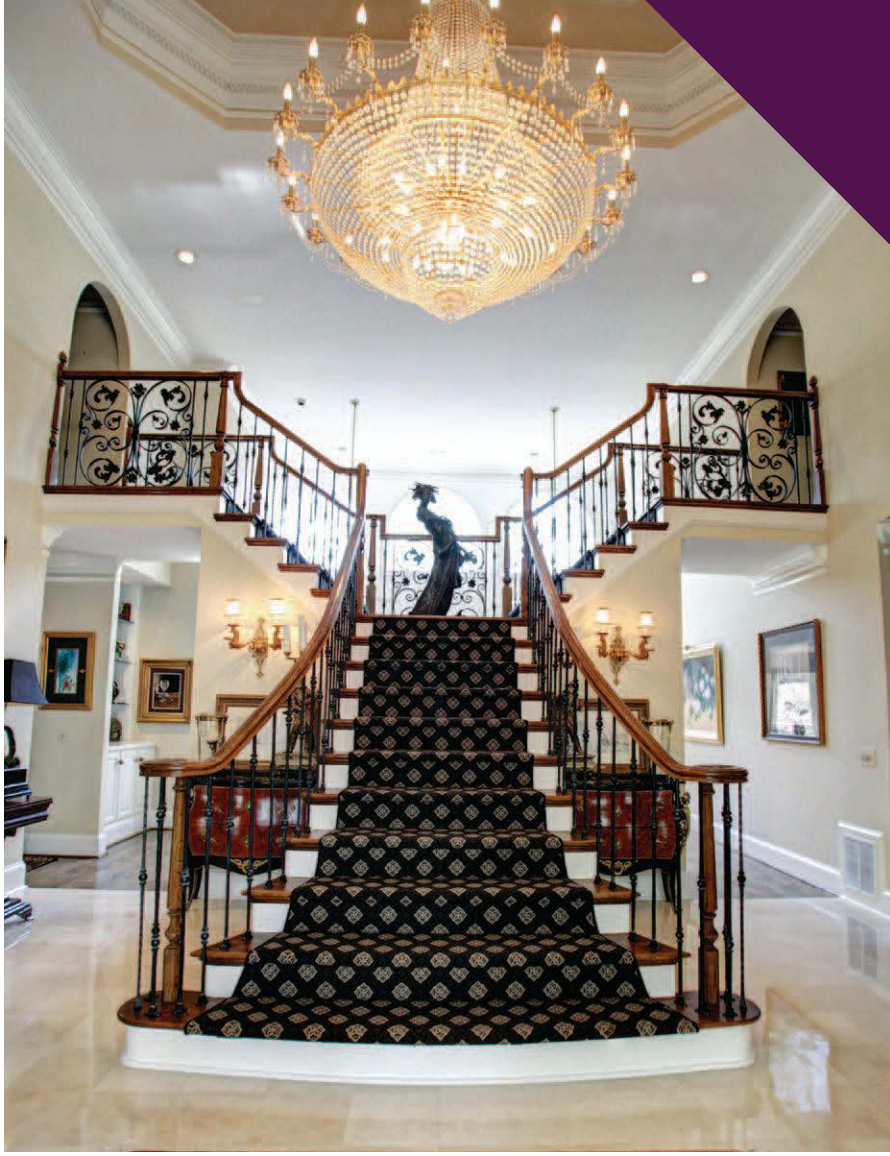

Private, Gated Mountaintop Retreat, Kennesaw, GA

This luxurious home is located on 2 secluded acres and features 6 bedrooms, 5 full and 2 half baths, triple crown molding, hardwoods, marble, 4 fireplaces and a terrace-level apartment with a sunroom, a sauna and an exercise room. The stunning grounds have spectacular fountains and statuary, an outdoor kitchen, heated saltwater pool, spa, koi pond and a garden teahouse that will delight children of all ages. The schools are rated among the highest, public and private. Easy access to major highways and a private international airport make it a convenient commute to any destination. Every detail has been considered in this resort-style home, offered at $1,200,000.

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4235 Regency Court NW, Atlanta, GA

Completely updated, this home on a cul-de-sac is light and bright with an open floor plan and 12-foot ceilings in Jackson Elementary. $2,500,000.
Tina Hunsicker ◦ T: 404.931.3944 ◦ tina.hunsicker@bhhsgeorgia.com

3254 Twisted Branches Lane, Marietta, GA

In the High Gates subdivision, in award-winning Walton High School District, find this traditional home that ensures comfort and luxury. $1,450,000.
Annette Davis ◦ T: 678.594.2758 ◦ annette.davis@bhhsgeorgia.com

73 Smokerise Point, Peachtree City, GA

This lakefront home features billiards, exercise and media rooms, a full kitchen, an au pair suite and a saltwater gunite pool. $1,300,000.
Kay McInroe ◦ T: 678.570.0717 ◦ kay.mcinroe@bhhsgeorgia.com

900 Chivencester Court, Suwanee, GA

A custom, Old World charmer located in Bears Best Estates, a gated golf community. Enjoy outdoor living with a heated saltwater pool. $1,099,000.
Beverly Hart ◦ T: 678.458.3250 ◦ beverly.hart@bhhsgeorgia.com

310 Old Farm Road, Fayetteville, GA

This 12±-acre estate home has breathtaking views, an exceptional kitchen, owner's suite and terrace level, and is perfect for entertaining. $1,100,000.
Kay McInroe ◦ T: 678.570.0717 ◦ kay.mcinroe@bhhsgeorgia.com

Mitchell Farms, Cherokee County, GA

Near Alpharetta and Milton, this custom timber frame on 7.9 acres has a finished terrace level and 3-car garage with living space above. $1,200,000.
Vicki Stouffer ◦ T: 404.391.7904 ◦ vicki.stouffer@bhhsgeorgia.com

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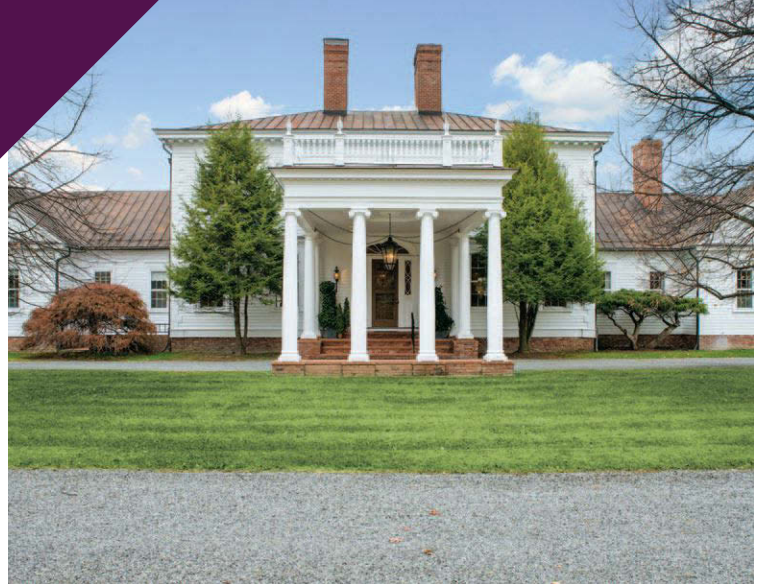

Sky Blue Farm in Millbrook Hunt Country, NY

Set against a backdrop of striking vistas with a Georgian Colonial as its centerpiece, this 145-acre estate is unrivaled in luxury. World-class equestrian facilities include an 18-stall barn, 20,000-square-foot sprinklered indoor arena, outdoor rings and direct access to Hunt Country trails. Amenities abound with a terraced pool, tennis, target shooting range, motocross track, skating rink, a spa, home theater, a gym and an indoor basketball court. With 13 bedrooms in its entirety, the estate is complete with a guesthouse, staff quarters, caretaker's cottage and workshop/garages.

6 bedrooms, 4 full and 2 half baths ∘ $14,500,000
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Luxury Villa on 41-Acre Estate in Brunswick, NY

You will surely appreciate the good Feng Shui in this architecturally unique and tastefully designed home. The open floor plan is ideal for grand entertaining with a fully equipped kitchen and prep kitchen. The master suite's balcony overlooks a koi pond and the in-ground, heated, saltwater pool. The entertainment level has a tavern with a mahogany and maple bar, a 2-tier theater and a fully equipped gym. Only 20 minutes northeast of Albany. View the virtual tour on Youtube, "Luxury Brunswick Estate."

6 bedrooms, 5 full and 1 half baths ∘ $2,900,000
Elizabeth "Libby" McKee
Berkshire Hathaway HomeServices Blake, REALTORS®
T: 518.755.0457 ∘ lmckee@bhhsblake.com ∘ www.libbymckee.com

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123 Windtree Point Drive, Moneta, VA

Enjoy formal dinner parties, cookouts by the heated pool and a covered boat dock with a cabana. Entertain guests in this contemporary home that offers multiple suites, a gourmet kitchen and a wine cellar.

1639 Poteet Road, Wirtz, VA

This renovated 1797 Colonial offers new wiring, plumbing and heating, and could be used as a bed and breakfast or reception venue. The property offers mountain views on a beautiful stream-front setting on 10 acres.

400 Lynville Mountain Road, Hardy, VA

Escape from the city to this 5-bedroom home with beautiful hardwood and tile floors, a 1st-floor master suite and mountain views. The property also includes a modern garage and a 4-stall barn with electricity and heat.

9212 Bent Mountain Road, Bent Mountain, VA

Delight in breathtaking Roanoke Valley views and the soothing sounds of the waterfall from your own deck. This 3-bedroom, 3-bath home on nearly 5 acres offers 4,787 square feet of living space.

6730 Back Creek Road, Boones Mill, VA

This contemporary log home in a serene and private setting on 12.5 acres offers vaulted ceilings, a floor-to-ceiling stone fireplace, master suite, whirlpool bath, a deck, screened porch and garden space.

1651 Little Catawba Creek Road, Troutville, VA

A sprawling 20-acre property with riding trails and a stream is the perfect location for this lovely Cape Cod home that offers radiant-heat floors, a master suite with a fireplace, a covered porch and a 2-stall barn/run-in.

Angela Arrington
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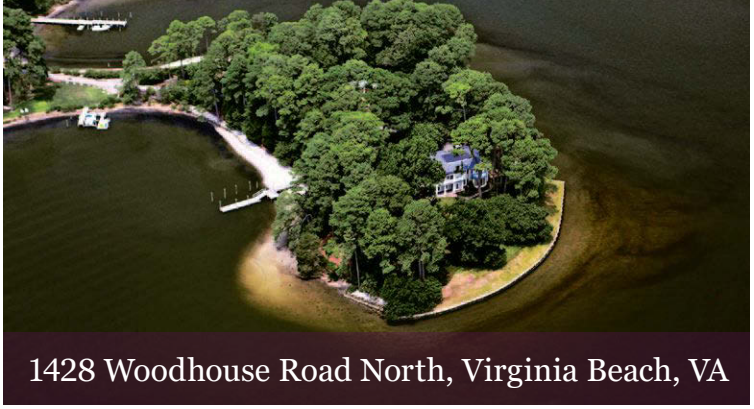
1116 Caton Drive, Virginia Beach, VA

This Nantucket estate is on a 4-acre waterfront point. With unmatched craftsmanship, features include a pool, outdoor kitchen and a boat dock. $8,995,000. Susan Pender ◦ T: 757.286.3832 ◦ stpsusan@aol.com

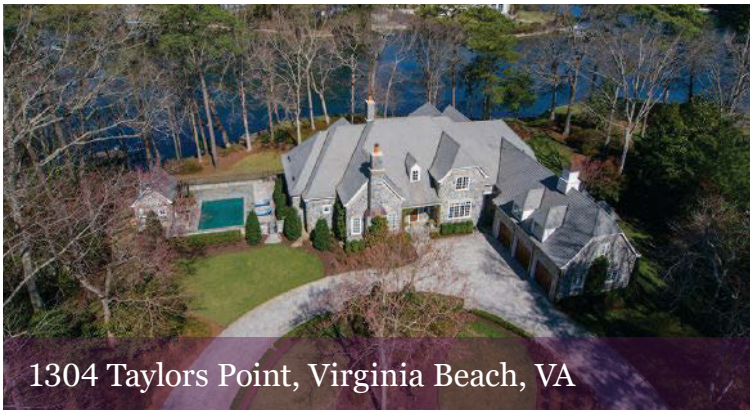


1428 Woodhouse Road North, Virginia Beach, VA

This private, island peninsula estate is on over 3 acres. The 2-story manor home is on Linkhorn Bay, connecting to the Chesapeake Bay. $6,000,000. Caroline McCartney ◦ T: 757.681.1681 ◦ carolinemccartney@cox.net

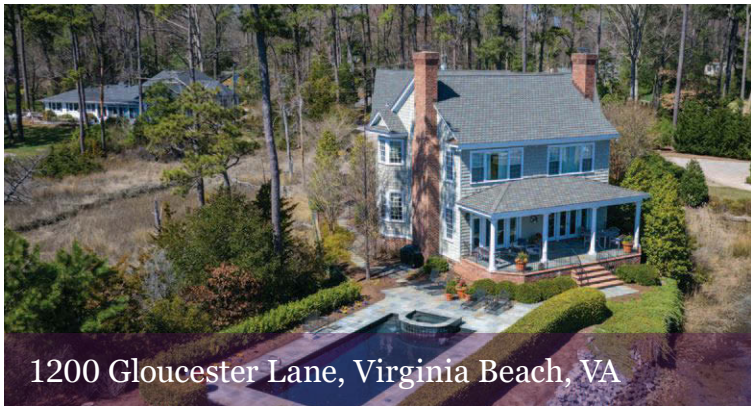
1234 Savage Neck Road, Eastern Shore, VA

Point Farm is a 31-acre estate overlooking Chesapeake Bay and Cherrystone Inlet. Enjoy a farmhouse, stable, indoor riding arena, boathouse and 2 boat docks. $4,350,000. Susan Pender ◦ T: 757.286.3832 ◦ stpsusan@aol.com



1304 Taylors Point, Virginia Beach, VA

Overlooking Linkhorn Bay, this European Country estate on 1.6 acres has entertaining areas, a pool, cabana, boat dock and a lift. $4,200,000. Jennifer Gartrell ◦ T: 757.438.2750 ◦ jennifer@jennifergartrell.com



1200 Gloucester Lane, Virginia Beach, VA

Elegant, yet unassuming! Designed for the site and built in 2004, this Southern Living home enjoys big bold views of Linkhorn Bay. $2,900,000. Patti Frankenfield ◦ T: 757.650.6255 ◦ patti.frankenfield@bhhstowne.com

712 55th Street, Virginia Beach, VA

Enjoy panoramic water views from this 5-bedroom, 6.5-bath home on a point overlooking Crystal Lake with an inviting, open floor plan. $2,490,000. Susan Pender ◦ T: 757.286.3832 ◦ stpsusan@aol.com

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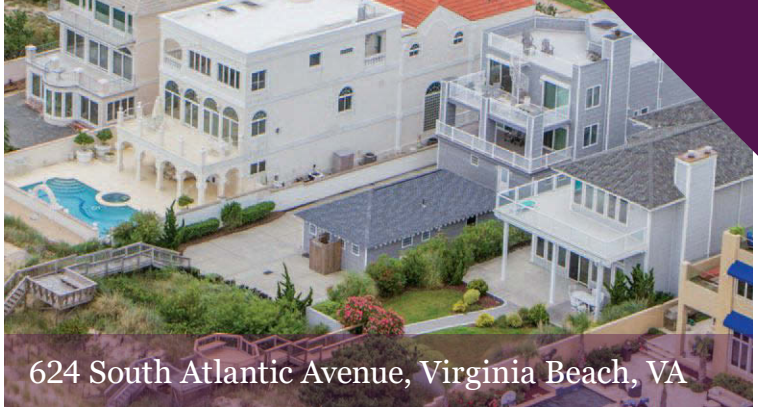
22600 Cypress Point Road, Williamsburg, VA

At the confluence of the Chickahominy and James Rivers is this 9,183-square-foot home on 10.5 acres. Enjoy a pier, boat lift and a pool. $2,950,000. Bill Clarke ◦ T: 757.876.8346 ◦ bill.clarke@bhhstowne.com

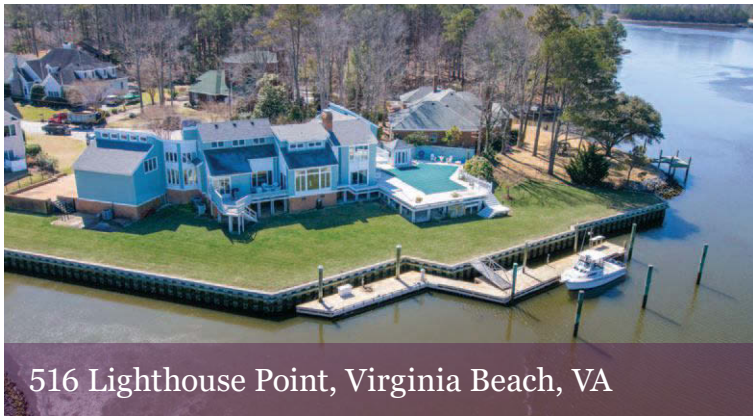


624 South Atlantic Avenue, Virginia Beach, VA

A perfect beachfront vacation or rental getaway features an elevator, game room, wet bar, rooftop deck, 5 bedrooms and 6 full and 2 half baths. $2,300,000. Kim Johnson ◦ T: 757.639.4968 ◦ croatanbeach.com

3000 Island Lane, Virginia Beach, VA

A luxury waterfront home boasts 7,000 square feet of renovated and reconfigured space with quality materials and craftsmanship. $2,395,000. Peggy O'Neill ◦ T: 757.995.5004 ◦ peggy.oneill@bhhstowne.com



516 Lighthouse Point, Virginia Beach, VA

This deep waterfront, 5-bedroom, 4.5-bath home has panoramic views of Rudee Inlet, a new bulkhead and a boat dock with easy access to the ocean. $1,875,000. Susan Pender ◦ T: 757.286.3832 ◦ stpsusan@aol.com

106 48th Street, Virginia Beach, VA

This brick ranch home is on 1.5 lots near the ocean. The 2nd floor in-law suite features skylights and a wet bar. The backyard has a patio. $1,695,000. Peggy O'Neill ◦ T: 757.995.5004 ◦ peggy.oneill@bhhstowne.com

1300 Kildeer Court, Virginia Beach, VA

Enjoy water and golf course views from this home on deep water. Features include a wine cellar and an outdoor shower pool with solar heat. $1,495,000. Jenn Williamson ◦ T: 757.575.6580 ◦ jennwilliamson@cox.net

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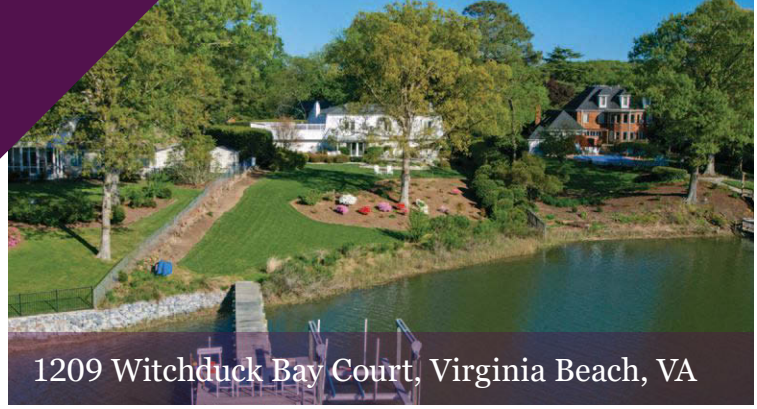

1209 Witchduck Bay Court, Virginia Beach, VA

This waterfront estate on the Lynnhaven is on 1.7 acres with generators for the home and guest cottage. Also find a saltwater pool, dock and a boat lift. $1,210,000. Jennifer Cool ◦ T: 757.739.5859 ◦ jennifer@jennifercool.com

109 Broadwater, Williamsburg, VA

A gorgeous 5,148-square-foot home features a formal dining room, library, solarium, 2 porches, a garden and water features. $998,000. Jack & Julia McNulty ◦ T: 757.291.6464 ◦ juliamcnulty@bhhstowne.com

3068 Nathaniels Green, Williamsburg, VA

Overlook the fairway from this custom, open floor plan brick home with a kitchen and family room that has plenty of space for gourmets and guests. $970,000. Cheri Mulhare ◦ T: 757.719.4112 ◦ cheri.mulhare@bhhstowne.com

5064 Bay Circle, Suffolk, VA

Overlooking the James River on .96 of an acre! Enjoy a 1st-floor master suite, a 2nd-floor office suite with a balcony and a 140-foot pier with a boat lift. $882,000. Gayle Upchurch ◦ T: 757.377.6688 ◦ gupchurch@bhhstowne.com

1521 Sea Breeze, Virginia Beach, VA

This home on a 1-acre lot features a 1st-floor bedroom and bath, all-season room, garages with walk-up storage and an in-ground pool. $875,000. Deborah Baisden ◦ T: 757.404.6020 ◦ deborah@deborahbaisden.com

5010 Summer Harvest Lane, Suffolk, VA

This 5-bedroom, 3.5-bath home features a chef's kitchen that opens to the family room and porch. Enjoy the backyard retreat with a pool and decking. $784,900. Karen Kea ◦ T: 757.651.8750 ◦ karen.kea@bhhstowne.com

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9740 27th Bay Street, Norfolk, VA

A waterfront, 5-bedroom, 5,125-square-foot home features water views from every room and 4-zone geothermal heating and cooling. $1,799,500. Adrienne Downing ◦ T: 757.499.0124 ◦ adrienne.downing@bhhstowne.com

312 Rivers Edge, Williamsburg, VA

This Kingsmill, standalone, waterfront townhome has views of Wareham's Pond and is impeccably appointed with hardwood and granite. $850,000. Linda Berryman ◦ T: 757.532.7749 ◦ linda.berryman@bhhstowne.com

1609 River Ridge, Williamsburg, VA

A creek-view lot with access to a pier and navigable water, this classic home has window walls for secluded green views and a porch. $850,000. Linda Berryman ◦ T: 757.532.7749 ◦ linda.berryman@bhhstowne.com

93 Billups Creek Lane, Mathews, VA

Enjoy views of Chesapeake Bay from this waterfront estate on 5.5 acres. Outdoors, find a pier with a boat lift, sandy beach and rip rapped shoreline. $799,500. Jeannette Canady ◦ T: 804.815.0331 ◦ jet@jetcansell.com

3428 Misty Place, Virginia Beach, VA

A unique waterfront residence in the Little Neck area is on a protected cove on Lynnhaven River. There is a new dock and bulk heading. $679,000. Kathleen Losey ◦ T: 757.552.7680 ◦ kathleenlosey@cox.net

623 Ocean View Avenue West, Norfolk, VA

A new deep waterfront home has a pier in the back and a Bay view in front with 1,500 square feet of rec space and a 2-car garage. $525,000. LeAann Amory-Wallace ◦ T: 757.332.0991 ◦ leann.amory@bhhstowne.com

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3315 Leritz Lane, Edgewater, MD

Set sail for the Chesapeake Bay from your waterfront retreat near D.C. Enjoy custom elegance with 6 bedrooms, 5.5 baths, staff quarters and an elevator. $1,975,000. Bev MacGowan ◦ T: 410.212.6441

3503 Maclefish Lane, Edgewater, MD

Situated in award-winning South River Colony, this designer-inspired, renovated 4-bedroom, 4.5-bath home features all the bells and whistles for all your entertaining needs. $954,000. Claudia Edgar ◦ T: 410.533.1178

523 Harlequin Lane, Severna Park, MD

This enchanting Harlequin estate has room for a multitude of generations. Visit www.harlequinhomeforsale.com. $1,300,000. Christy Bishop ◦ www.cbmoving.com ◦ T: 443.994.3405

7403 South Point Road, Berlin, MD

Now is the time to invest In the beach lifestyle, with this tranquil, 56-acre waterfront gentleman's working farm near Assateague Island seashore. $2,900.000. R. Erik Windrow ◦ T: 410.430.5333 ◦ erik@erikwindrow.com

12972 Inlet Isle Lane, Ocean City, MD

This magnificent coastal contemporary located in "The Estates of Inlet Isles" offers stunning views of the bay, ocean, inlet and marinas. $1,699,000. R. Erik Windrow ◦ T: 410.430.5333 ◦ erik@erikwindrow.com

1 125th Street 103, Ocean City, MD

A rare-to-the-market, 5-bedroom, 3.5-bath, 2,870-square-foot, direct-oceanfront home in the Shark Finn. $1,299,000. Dan Taglienti T: 410.430.2721 ◦ tags@beachlifestylerealty.com

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110 Windsor Lane, Winchester, VA

Situated on 5 acres, this all-brick home offers a spacious master suite, gourmet kitchen, sunroom, 4-plus bedrooms and a detached 2-level garage for an RV. $695,000. Kerry & Ed Stinson ∘ T: 703.577.9560

17251 Winning Colors Place, Leesburg, VA

This 8,000-square-foot, Renaissance former model home on 4 acres features 3 finished levels and has an extensive backyard patio with a water feature. $1,499,900. Kelly Gaitten ∘ T: 703.966.7036

10008 Braddock Road, Fairfax, VA

An estate home on 1 acre near Fairfax City offers an in-ground pool, lavish landscaping, a carriage house and main-level owners' suite. $999,000. Wisley Greco & Associates ∘ T: 703.658.1600 ∘ wgabrad@gmail.com

5428 Marlstone Lane, Fairfax, VA

This 3-level custom estate on 6 acres offers a grand foyer, gourmet kitchen, gazebo and patio with a pergola on a wooded lot. $1,395,000. Wisley Greco & Associates ∘ T: 703.658.1600 ∘ wgabrad@gmail.com

114 East Main Street, Berryville, VA

An 1804 mansion/bed and breakfast in the Virginia wine country offers timeless charm with heart-of-pine floors and 5 fireplaces. $650,000. Wisley Greco & Associates ∘ T: 703.658.1600 ∘ wgabrad@gmail.com

12049 Hooker Lane, Nokesville, VA

A 10-acre custom equestrian estate, with extensive appointments throughout, features 3 fenced pastures, a riding ring, barn, tack room and a wash rack. $824,900. Stephane Czajkowski ∘ T: 571.247.4126

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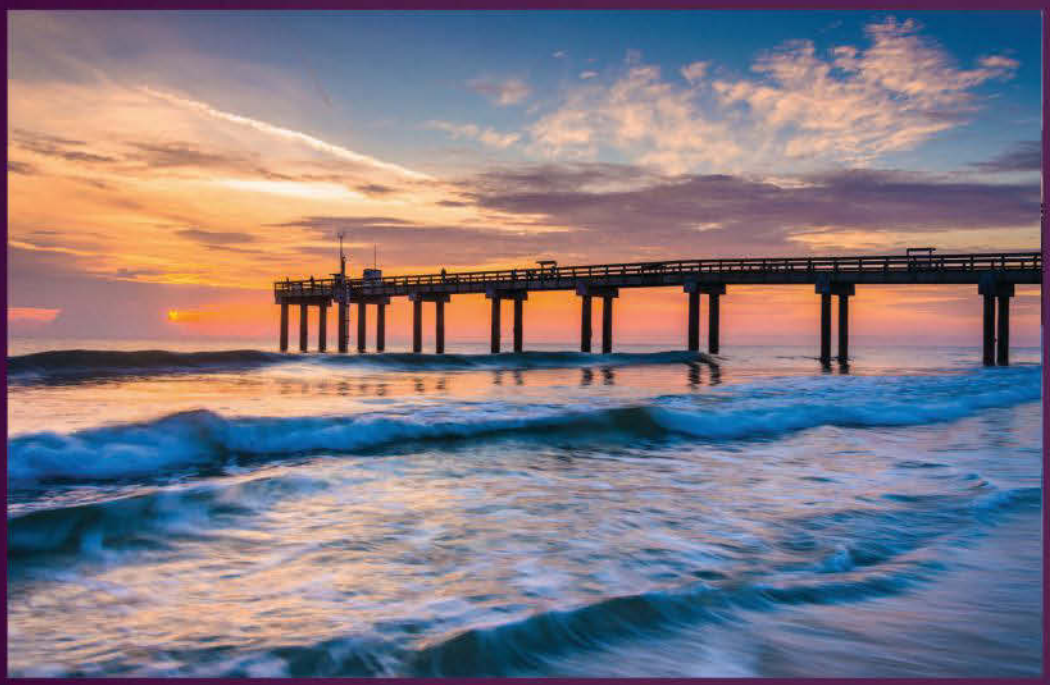

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Magnificent Custom-Built Colonial, Fairfield, CT

This 7,900-square-foot home features 5 bedrooms, 5.5 baths, 5 fireplaces and 180-degree views of L.I. Sound from every room. $5,300,000.
Melanie Smith ◦ T: 203.521.2126 ◦ www.9908531.bhhsNEproperties.com

Luxury & Comfort, Greenwich, CT

This 6-bedroom, 5-full- and 2-half-bath Colonial on 4 acres boasts 9,000+ square feet of living space with a heated pool and tennis court. $5,250,000.
Julianne C. Ward ◦ T: 203.231.1064 ◦ www.99092951.bhhsNEproperties.com

Stanwich Road Masterpiece, Greenwich, CT

This gated European compound with 5 bedrooms and 7 full and 2 half baths on 1.11 acres has golf course views and a guesthouse. $4,500,000.
Julianne C. Ward ◦ T: 203.231.1064 ◦ www.99093204.bhhsNEproperties.com

Waterfront Escape, Rowayton, CT

On a private peninsula on Bell Island, this 5-bedroom, 5-bath home has water views from every room and a private beach and dock. $4,295,000.
Nicole Steel ◦ T: 646.239.1596 ◦ www.138279.bhhsNEproperties.com

Luxury Building At Its Best, Greenwich, CT

Setting the new standard in luxury, this 6,400-square-foot home features 5 bedrooms, 5 full and 2 half baths, 3 fireplaces and 1+ acres. $3,500,000.
Peter Janis ◦ T: 203.249.1013 ◦ www.93109.bhhsNEproperties.com

Privacy in a Magical Setting, Greenwich, CT

In a private, gated, waterfront community, this newly renovated home is built to suit today's family living and sophisticated entertaining. $2,995,000.
Helen Maher ◦ T: 203.637.1731 ◦ www.99094913.bhhsNEproperties.com

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Award-Winning Architectural Design, Ridgefield, CT

From the 2-story marble foyer to the free-form gunite pool with waterfall/spa, no stone was left unturned in creating this masterpiece. $2,475,000. John Chopourian ◦ T: 203.733.4323 ◦ www.99097464.bhhsNEproperties.com

A True Work of Art, Lyme, CT

Set in a meadow on Whalebone Cove, the main floor soars the full height of the structure, balanced by floor-to-ceiling glass panels. $2,250,000. Angela Ruel ◦ T: 860.575.0754 ◦ www.N10029152.bhhsNEproperties.com

A New England Storybook Home, Wilton, CT

This vintage 6-bedroom estate on 2 acres has a chef's kitchen, media room, master suite and easy access to NYC. $2,195,000. Katie Nugent & Marion Filley ◦ T: 203.515.1387 ◦ www.137981.bhhsNEproperties.com

Privacy with Unparalleled Views, Weston, CT

Custom built on 5.46 acres by award-winning Judith Larson, it has timeless beauty, features and details not found in typical Colonials. $2,128,800. Darcy Sledge ◦ T: 917.579.0631 ◦ www.99093062.bhhsNEproperties.com

Private Artist's Retreat, Wilton, CT

Renovated in 2007, this home on 2.3 acres has a pool, 3-car garage, finished walk-out basement and 4 bedrooms. $1,699,000. Linda Kreicher & Paul Potter ◦ T: 203.273.4885 ◦ www.138080.bhhsNEproperties.com

Georgian Twin Gates Estate, North Haven, CT

This circa-1936 home on 9 private acres offers 14 elegant rooms, a 6-car garage with an apartment and a cottage with a greenhouse. $1,480,000. Pat Moreggi ◦ T: 203.215.6957 ◦ www.N355288.bhhsNEproperties.com

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Lewes Beach, DE

This 4-bedroom, 4.5-bath residence in Cape Shores delivers bay views from most rooms, plus a gourmet kitchen, great room, screened porch, decks and balconies. $2,295,000. Lee Ann Wilkinson ◦ T: 302.645.6664

Rehoboth Beach, DE

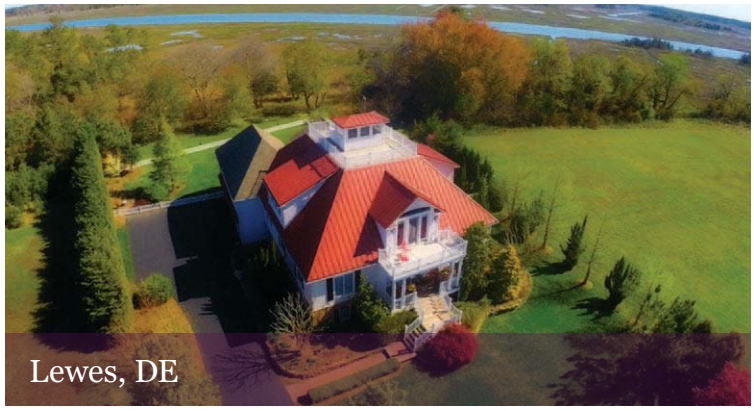
Greet each new day on Rehoboth Bay! This home sits on over an acre on the Bay and delivers 200 feet of private, sandy beach with a dock and guest cottage. $1,995,000. Lee Ann Wilkinson ◦ T: 302.645.6664

Rehoboth Beach, DE

This like-new home has 180-degree wetland and bay views in Sanctuary Point. Enjoy 5 bedrooms, 3.5 baths, a gourmet kitchen, sunroom and a 1st-floor master. $859,000. Lee Ann Wilkinson ◦ T: 302.645.6664

Broadkill Beach, DE

A waterfront home on 1.3 acres on the Delaware Bay features 5+ bedrooms, 4.5 baths, a rec room, workshop, 4-season room and a private walkway to the beach. $1,295,000. Laurie Bronstein ◦ T: 302.645.6661



Lewes, DE

This home evokes Charleston feel and offers views of the Lewes-Rehoboth Canal. Enjoy over 5,000 square feet, 3 levels, an elevator and an elegant owner's suite. $1,350,000. Lee Ann Wilkinson ◦ T: 302.645.6664

Rehoboth Beach, DE

This custom-built, waterfront residence boasts a waterside conservatory, an in-ground fiberglass pool, hot tub, decks and a boat lift. Boat to the bay or ocean in minutes.. Price upon request. Lana Warfield ◦ T: 302.227.6101

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Villanova, PA

This truly elegant Main Line estate is on 3.5 beautifully landscaped acres in prestigious Northside Villanova. Features of the home include a 2-story entrance hall, spacious master suite with his and hers walk-in closets, a 1,300-square-foot great room with a custom bar, 10-car garage, pool, pool house and a tennis court.

Chestnut Hill, PA

This impeccable estate on 3.6 acres has been meticulously updated and enhanced, with no detail left untouched. Gorgeous original details complement the commanding views of the park-like grounds. A serene pool, 3-car garage and separate guest/office wing complete this estate. Only 25 minutes from Center City Philadelphia.

Whitemarsh, PA

Custom built, this elegant home with fabulous appointments is set on 10 acres with a resort-like rear yard with an infinity pool, a pool house and cascading waterfalls. The lavish master suite features his and hers walk-in closets, a spa-like bath and a sitting room. A finished lower level boasts a temperature-controlled wine cellar, an entertainment area and a gym.

Chestnut Hill, PA

This landmark residence of architect Clarence Zantzinger features the original Mercer tiles, hardwood floors and deep-plaster molding. The 3.5-story manor home enjoys sweeping views of the 2 acres. A short walk to Fairmount Park and the shops of Chestnut Hill, this home is offered to the public for the first time.

Michael Sivel
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2010 West Grove, Gibsonia, PA

This spectacular, custom-built estate is nestled atop the 9th hole of Treesdale Golf Course. Enjoy unparalleled panoramic views of the course's lake, rolling hills and the country club. The immaculate home features a gourmet kitchen with all-new stainless appliances and an enormous master suite with a dual-sided fireplace, sitting room and a luxury spa. The game room and back deck overlooking the lake make this residence great for entertaining. Visit 2010WestGrove.com to learn more about this opportunity.

5 bedrooms, 4 full and 1 half baths ∘ $775,000
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6249 Via Dos Valles, Rancho Santa Fe, CA

The perfect setting and location for extraordinary Southern California living, this 7-bedroom Fairbanks Ranch home offers a downstairs master, flexible floor plan, a gourmet kitchen for gatherings and extensive outdoor spaces for pool parties, barbecue events and tranquil moments. Walk to tennis, the park and school. $3,295,000. Gwyn Rice ∘ Berkshire Hathaway HomeServices California Properties ∘ 858.775.7423 ∘ grice@bhhscal.com

1288 Rancho Encinitas, Olivenhain, CA

A harmonious balance of nature and art designed by Dean Meredith, this 4,492-square-foot, 4-bedroom Olivenhain home blends indoor and outdoor living in a spectacular setting with panoramic views. Walls of glass, gallery walls and clean lines throughout the home provide for a classic and timeless modern aesthetic. $2,295,000. Lisa Stennes ∘ Berkshire Hathaway HomeServices California Properties ∘ 619.933.9909 ∘ lisas@bhhscal.com

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Winslow Lane, Windham, NH

Interior and exterior design and landscaping adorn this cul-de-sac home. Choose from a 4,000+-square-foot model home or other plans and lots. $742,500. Gail Nickerson ∘ T: 603.845.2129 ∘ gail.nickerson@verani.com

161 High Meadow Road, Newbury, NH

This custom lake lodge has amazing views of the lake and Mt. Sunapee. An outdoor enthusiast's dream, close to lake and ski areas. From $1,795,000 to $2,094,876. Val Munoz ∘ T: 603.858.1818 ∘ val.munoz@verani.com

92 Potter Road, Wilton, NH

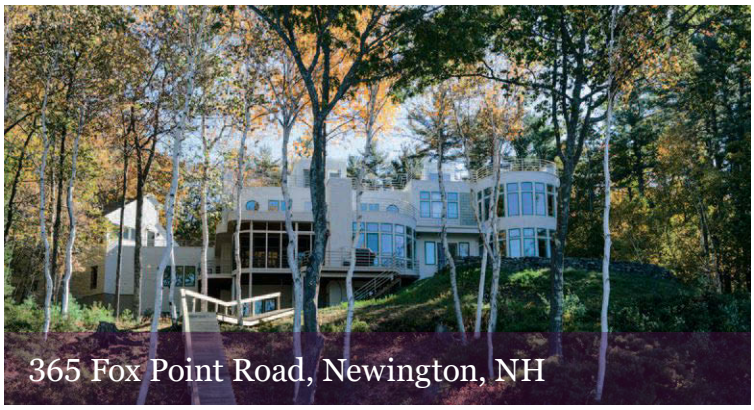
On 12.4 acres, this 6,838-square-foot home has exquisite craftsmanship, all green materials and healthful systems. www.GreatNHhomes.com. $1,000,000. Mickey Pieterse ∘ T: 603.769.7317 ∘ mickey.pieterse@verani.com

73 Bartlet Street, Andover, MA

This historical home, renovated to entertain on any level both inside and out, offers privacy, yet is close to downtown and Phillips Academy. $2,350,000. Lisa Simmons ∘ T: 978.835.8940 ∘ lisa.simmons@verani.com

77 Hanover St, Unit #1, Portsmouth, NH

Enjoy the downtown Portsmouth lifestyle in this corner condo with 3 bedrooms, 3 baths, 9-foot ceilings, large windows and a southern exposure. $869,000. Cindy Winthrop ∘ T: 603.944.6941 ∘ cindy.winthrop@verani.com



365 Fox Point Road, Newington, NH

This Art Deco home on Little Bay has 265 feet of water frontage with a 7,000+-square-foot luxury home designed for entertaining. $2,850,000. Valerie Ellmer ∘ T: 603.818.9722 ∘ valerie.ellmer@verani.com

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200-Acre Hacienda Ranch, Charlevoix, MI

This hacienda is fashioned after a century-old Argentinian estate. The property includes a small caretaker farmhouse, pole barns, fertile producing fields, hardwood forests and encompasses both sides of Susan Creek for over .5 of a mile. The 7,214-square-foot main home has many special features, such as an indoor pool house with a sauna, wine cellar, library and elegant guest quarters. The gorgeous gourmet kitchen overlooks the great room and its massive stone fireplace. The spacious master has an attached full bath, the guest suite includes a bath with an oversized tile shower and the 2 bedrooms downstairs have attached half baths. There is also a large office, which could be used as a bedroom, and a 3-car garage. Alongside the living space are 2,800 square feet of tile porches and lounging areas, including a 96-by-10-foot veranda. $1,795,000.

Outside Traverse City, MI

Lake Maplehurst. A spectacular 400-acre parcel boasts a private 60-acre, spring-fed lake and several thousand feet of shoreline. Formerly a summer camp for kids from all parts of the world, many of the structures and improvements remain to be converted to another use. In addition to Lake Maplehurst, the high, rolling property affords views of Torch Lake, Lake Michigan and Elk Lake, to name a few. Large plots of cherry trees still produce a cash crop and 50 percent of the OGM rights provide future potential. The lake has an abundance of native fish and numerous ideal building sites. The hills overlooking Torch Lake have ski runs cut through hardwood forest where a lift once operated. This rare offering has all the right characteristics for a private estate, winery or land bank. $2,975,000.

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Frank Lloyd Wright, Jr. Masterpiece

NORTHERN IL — Designed by Frank Lloyd Wright, Jr. in 1952, this 7,912-square-foot home is set on over 388 acres with gardens, lake views and a private island. A corridor, which runs the full length of the home, begins in the foyer and serves 4 bedrooms, the family wing, living and dining rooms, library and chef's kitchen. Wright's modern approach features natural stone; indoor/outdoor waterfalls; floor-to-ceiling walls of glass; and wide, overhanging copper eaves. Outdoors, find an infinity pool, detached garage, 2 fully functional farms with farmhouses, barns, pastures, an apple orchard, greenhouses and diverse wildlife. A 10-foot-high fence adds to the privacy of the location. $20,000,000.

Luxurious Hilltop Estate

SPRING GROVE, IL — This "smart" home is on 8.9 wooded acres with 12,000 square feet overlooking a 1-acre private pond. Mahogany doors open to a 2-story foyer with marble floors and a curved-iron staircase. The gourmet kitchen features a 60-inch range, cherry cabinets, 2 refrigerators, a walk-in pantry, granite counters and a separate prep area. Enjoy elevator access to the finished walk-out basement with a home theater and wine room. Also find a library with a fireplace. The 1,200-square-foot master bedroom has 2 fireplaces, 2 waterfalls, a coffee bar, wine refrigerator, sitting area, walk-in closet with granite counters and a luxury bath with a steam shower and infinity tub. A car-lover's dream with space for 7+ vehicles! $3,600,000.

Two Lakefront Homes

JOHNSBURG, IL — This gated property offers 2.25 acres, a boat launch, 2 piers and 217 feet of lake frontage in the Chain O'Lakes recreational area. The cottage features 2 bedrooms and tons of storage. The main house is a 4-bedroom Colonial featuring an open floor plan with a 1st-floor den, garden room, and a master with a separate sitting room leading to the upper balcony. Above the attached garage is a living area with a private entry, fireplace and a full kitchen. The detached garage is ideal for boat storage and multiple vehicles. The property also has a tennis court and the unparalleled location boasts amazing views of Pistakee Bay with a buffer zone, allowing you to enjoy the peaceful water frontage. $1,290,000.

Jayne Petty
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The Emotion of the Ocean

continued from page 5

has been strong and steady. We've recouped from the downturn and most neighborhoods are at pre-recession prices or maybe they have started to jog up a bit. Virginia Beach is gaining interest from retirees who want to get away from the cold. We have a short winter season and we have beautiful weather."

Wooding says her market outside Seattle consists mostly of primary homes. Here, owners happily trade the 30-minute commute for a life on the water. "People just really feel like when they live here with views or on the water that it's like going on vacation even though they're not on vacation. You pull into the driveway and you've got that gorgeous view or waterfront, and it just really creates a great lifestyle away from the urban crush."

"The other thing that's pretty unique about living around here on the sound is you can really take your boat directly to Seattle. Lots of the restaurants in Seattle and Tacoma have docks where you can just pull up your boat. How fabulous is that, that you can just boat directly to dinner if you wanted in the summer," she says, adding, "We don't waste a sunny day around here."

Rumson, New Jersey

While memories of cottages on the beach linger, buyers are just as likely to buy a townhouse or condominium as they are a single-family home, and what they buy often depends on the location. "Each town has its own culture, from grand Victorians by the sea in Monmouth Beach to Pier Village and the Promenade in Long Branch, offering the Jersey Shore's most luxurious beachfront dining and shopping destinations, to Sea Bright and Atlantic Highlands," says Roksana Bedrij, with Berkshire Hathaway HomeServices New Jersey Properties in Rumson, New Jersey.

In some places, the days are numbered for the seaside cottages of old as builders, developers and new owners renovate or tear down and rebuild. This is true in some towns along the California coast, while others have been able to retain the historic charm. Design review in Laguna Beach has kept that community very true to its roots. "Even though there is new construction on Balboa Island, it's still like it was 65 or 70 years ago. They've kept the character of the island and the architecture," says Miller.

Although the investment potential of a waterfront purchase can't be denied, in the end it is still a matter of falling in love with a place, and a life by or near the water.

A One-in-a-Million Home on a View Lot

A one-in-million home on a one-in-a-million view lot! This magnificent, custom-designed home has spectacular Snake River Canyon rim views and features travertine, marble, granite and Venetian plaster. The sprawling, single-level home has 3 bedrooms, 3.5 baths, an office and a garage with additional RV parking. Enjoy indoor/outdoor gourmet kitchens, luxurious baths, formal and informal rooms, a large covered patio and a deck overlooking the canyon, all behind a private, gated lane.

3 bedrooms, 3 full and 1 half baths ∘ $1,295,000
Cindy Collins ∘ Berkshire Hathaway HomeServices
Idaho Homes & Properties
T: 208.280.5336 ∘ cindy@bhhsidahohomes.com

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17 Pine Road, Colorado Springs, CO

A contemporary Frank Lloyd Wright-style home offers breathtaking city and mountain views through walls of windows, a great room with a fireplace, a wraparound deck, chef's kitchen and wood beams. $749,000.

11 Leaming Road, Colorado Springs, CO

This historical property once titled to "Her Majesty the Queen" features beamed ceilings, travertine and hickory wood floors and an updated kitchen in a mountain setting with views of city lights. $899,000.

915 Grey Mountain Point, Colorado Springs, CO

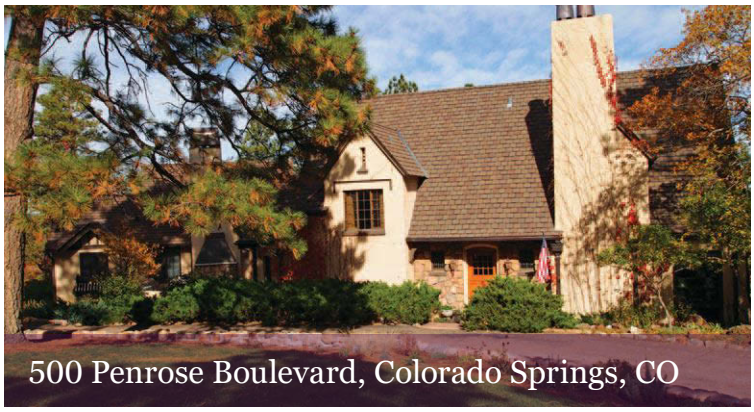
No expense was spared in this Tuscan villa with forever views, offering a gourmet kitchen with high-end appliances, a home theater, wet bar, climate-controlled wine cellar, an outdoor kitchen, pool and hot tub. $3,800,000.

2675 Stratton Woods View, Colorado Springs, CO

This resort-style Colorado Lifestyles home is nestled in a mountain setting, surrounded on 3 sides by preserve. The home boasts gorgeous views, stunning finishes and a gourmet kitchen with Viking appliances. $1,475,000.

4860 Longwood Point, Colorado Springs, CO

An astounding place to call home, this property offers views of the city from a wraparound deck, a home theater with stadium seats, Wolf and Sub-Zero appliances and alder wood finishes, all in a D12 school district. $1,395,000.



500 Penrose Boulevard, Colorado Springs, CO

This historic Broadmoor treasure was meticulously restored, offering modern amenities with Old World charm. The 4-bedroom home boasts flagstone patios and a deck overlooking the pool and city lights. $1,775,000.

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Alluring Distinctive Estate

The interior of this home features warm woods, slate, wood and tile flooring, coordinated lighting, careful use of granite and tile to enhance the home's design and top-rated systems throughout. $1,174,000. Listed by Meg Irwin.

Heavenly Horizons

The sky's the limit with this custom home and private hangar on 11 acres. This is a unique and rare opportunity to own a one-of-a-kind property. Expect to be impressed! $785,000. Listed by Joanne Melton.

Washington Wine Country Living

Vast park-like grounds with meandering pathways on manicured grounds feature waterfalls, multiple patios, an in-ground gunite pool, built-in spa and a cabana with a full kitchen and a bath. $1,700,000. Listed by Meg Irwin.

Transitional Home with a View

Entertaining is easy in the chef's kitchen, spacious dining room and open living room. The expansive outdoor terrace features unobstructed views of the fairway and valley. $625,000. Listed by Meg Irwin.

Sweeping Valley Views

This home offers an elegant formal living room, Monogram appliances in the kitchen, precision-crafted woodwork throughout and a master suite with a fireplace and a tranquil master bath. $925,000. Listed by Meg Irwin.

Visual and Architectural Interest

Curb appeal, along with Old World charm and smart functionality, are combined in this 4-bedroom, 5-bath, Stonehedge gated community, custom-built home. $699,000. Listed by Mary Anne Murray.

Meg Irwin, Joanne Melton & Mary Anne Murray
Berkshire Hathaway HomeServices
Central Washington Real Esate
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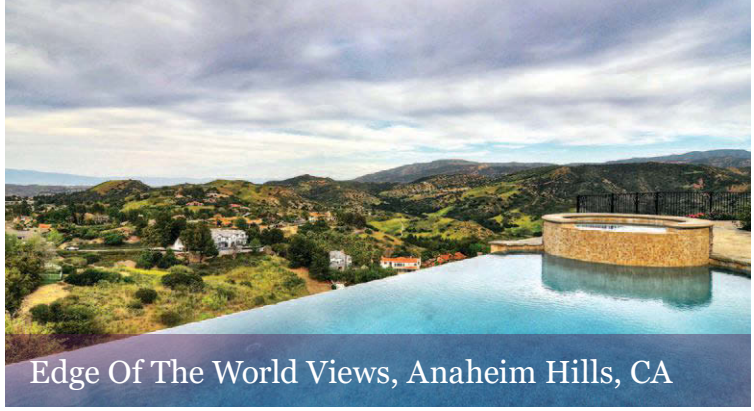


Edge Of The World Views, Anaheim Hills, CA

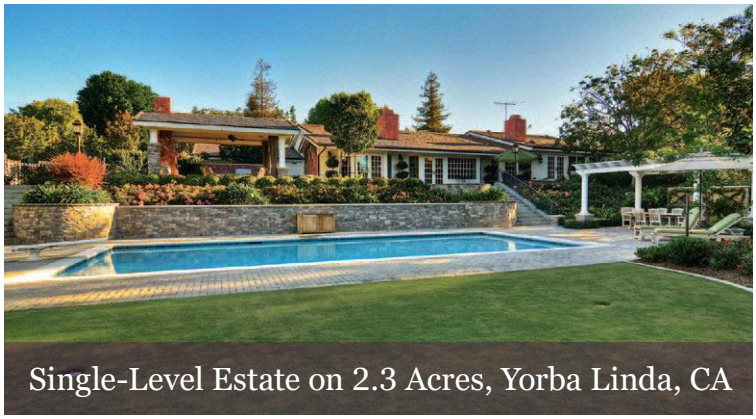
This magnificent 7,200-square-foot estate, perched on a 3-acre hillside lot in the small gated enclave of Pointe Premier, offers exquisite finishes, 8 bedrooms, an elevator and garaging for 6 cars. $3,498,888.

Single-Level Masterpiece, Yorba Linda, CA

Tucked away on 1.7 acres of resort-like grounds in a privately gated enclave, this sprawling 7,250-square-foot estate boasts custom finishes, a gourmet kitchen, entertainer's pavilion and a tennis court. $4,275,000.

City and Mountain Vistas, Anaheim Hills, CA

A privately gated estate sits on a 1-acre lot in prestigious Peralta Hills. The custom-built 6,846-square-foot property features 6 bedrooms, soaring ceilings, exquisite stonework throughout and a guesthouse. $2,670,000.



Single-Level Estate on 2.3 Acres, Yorba Linda, CA

This privately gated showcase property with over 4,100 square feet of luxurious living space boasts park-like grounds with a pool, spa, tennis court, pavilion, putting green, stables and garaging for 10 cars. $3,699,888.

Breathtaking Panoramic Views, Orange, CA

An estate in a premier, guard-gated community features quality craftsmanship and materials, including limestone floors, leaded diamond-pane windows and French doors overlooking the pool and views. $1,789,888.

Guard Gated Estate, Anaheim Hills, CA

This French Normandy-inspired masterpiece offers 7,200 square feet of stunning architectural details, marble floors, soaring ceilings and an immense main-floor master wing. $2,888,888.

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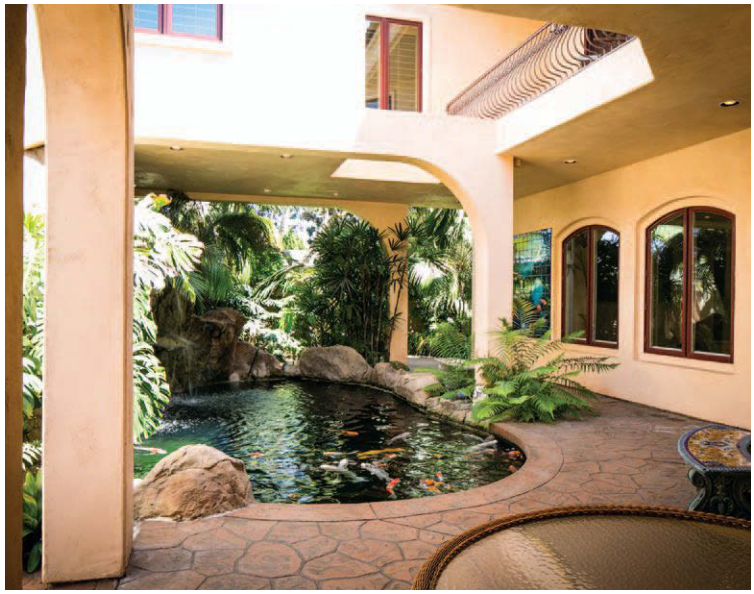

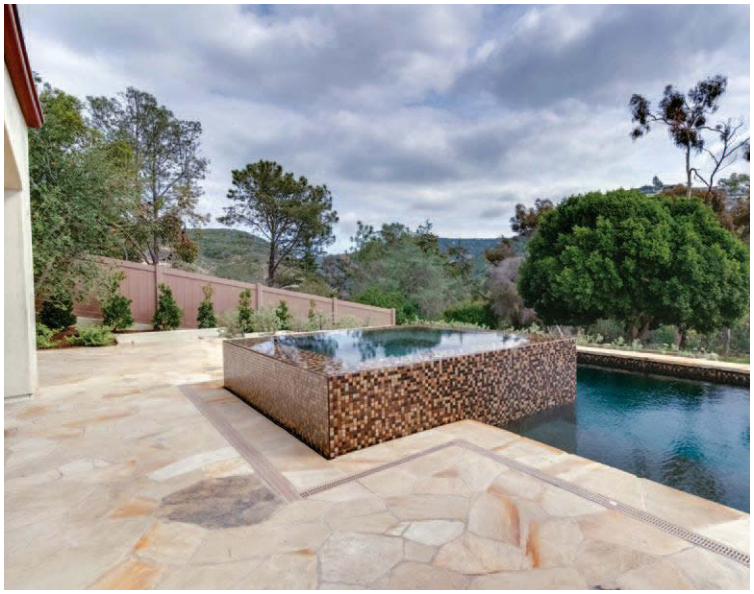

Distinctive Estate with Exotic Tropical Landscaping

Designed around an interior courtyard with a koi pond, this Coronado home offers abundant natural light, a dining room with marble tile, a wine cellar and custom doors and cabinets. The kitchen features granite countertops, a Dynasty dual convection oven, a 6-burner cooktop, indoor barbecue, 2 dishwashers and more. The master suite boasts a private lanai overlooking the koi pond, fireplace, walk-in closets and a Jacuzzi tub in the master bath surrounded by rare blue granite and abalone accents. This 10,000-square-foot property also offers a 40-foot outbuilding with hook-ups for RV storage, a boat or a classic car collection. janellomeara.bhhscalifornia.com

3 bedrooms, 3 full and 1 half baths ∘ $4,400,000-$4,600,000

Janell O'Meara ∘ Berkshire Hathaway HomeServices California Properties
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508 Linden Street, Laguna Beach, CA

Located in North Laguna's coveted Tree Streets amongst the mature landscape with incredible views, this newly constructed home is situated on a street-to-street lot with access to 2 cul-de-sacs and is within close distance to Main Beach, Heisler Park and numerous shops, galleries and restaurants. Designed by famed architect Paul McClean, this home features a master suite with a fireplace, steam shower and decadent soaking tub; a gourmet kitchen; barbecue; wine cellar; dedicated study; a private pool and spa that take in the views; and is fully wired for today's technology.

4 bedrooms, 3 full and 2 half baths ∘ $4,700,000

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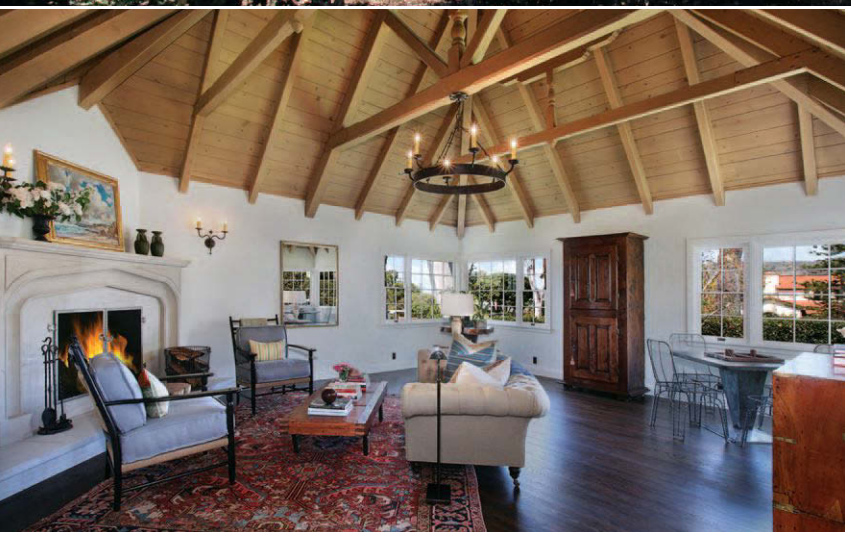

Landmark Property in Laguna Village

Situated on a prime corner lot, this landmark Laguna Beach property emanates French Normandy Revival architecture. Recently restored to its original brilliance by Collins Design and Development, it features stunning beamed ceilings, wood paneling, oak floors, double-hung windows and many architectural features dating back to the 1940s. The main level is bright, open and ideal for entertaining with views of the broad lawn and private garden. The home features gorgeous baths, a cozy den with a paneled bar, 3 en suite bedrooms and a gated back patio for outdoor dining and entertainment. The home was originally built by Ropp and Mackey, the builder of a number of iconic Laguna structures, including the Heisler Building, the Laguna Beach County Water District Building and the Laguna Presbyterian Church. $3,495,000.

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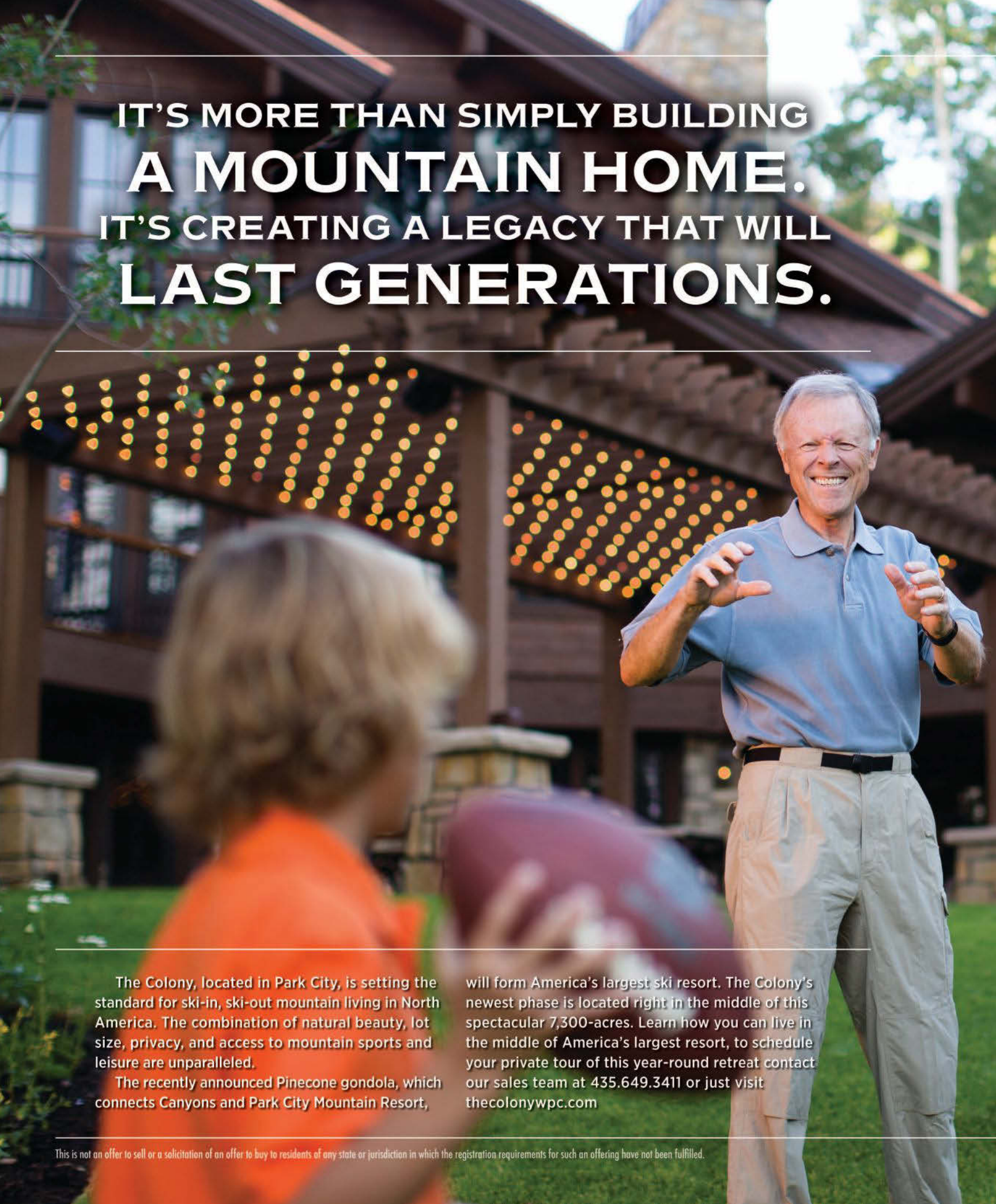
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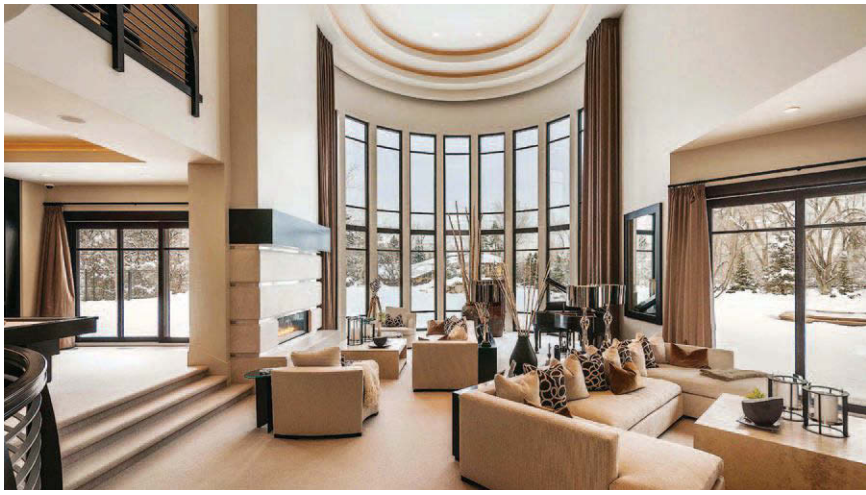

Salt Lake City's Newest Luxury Estate, Minutes from World-Class Ski Resorts and the Airport

This 24,000-square-foot transitional home flows with grace and architectural design. Boasting custom doors, windows, railings, cabinets, a gourmet kitchen, butler's pantry and huge living areas, the home is an entertainer's masterpiece. The main-level master boasts a large closet plus a sauna, steam shower and a 2-story workout center. The bedroom suites offer fireplaces, wet bars and private decks. The home also boasts a formal dining room, golf simulator, theater, library, 2-bedroom apartment, a game room with a 2-lane bowling alley, and a 3,500-gallon saltwater aquarium. The 2-acre grounds offer a saltwater pool, hot tub, tennis court, 3 outdoor areas complete with kitchens and fireplaces, 3 waterfalls, a heated driveway and a 6-car garage. $8,900,000. Take a tour of this fine estate and others at www.lindasecrist.com.

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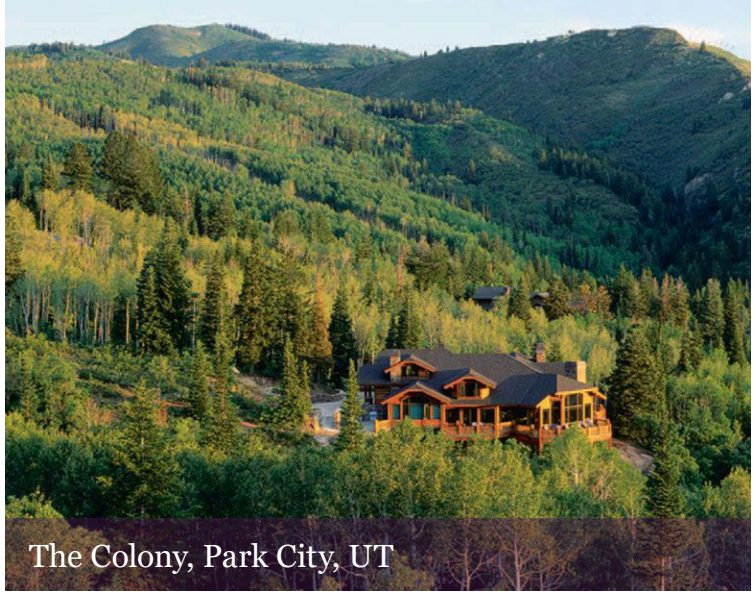
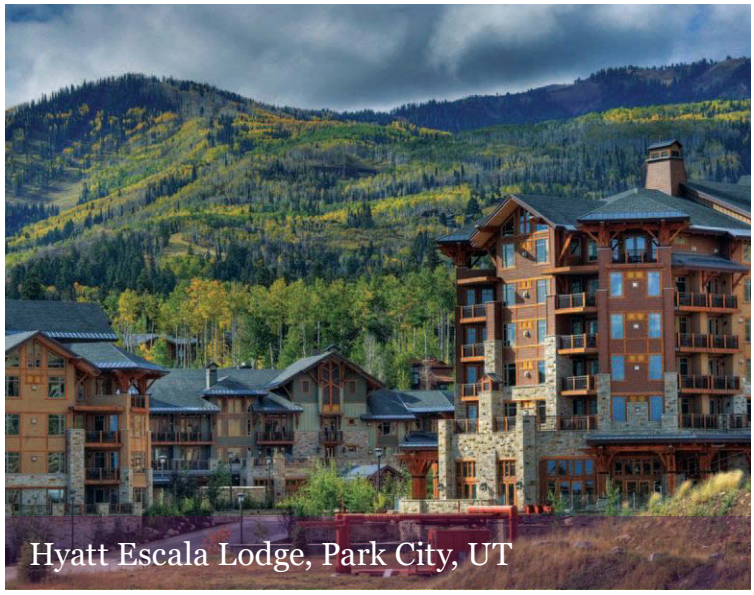


The Colony, Park City, UT

The Colony is an award-winning development that offers a combination of natural beauty, privacy and world-class ski-in/ski-out access. In winter, enjoy exclusive admission to the Canyons®. In spring, take advantage of Park City's hiking, biking and horseback riding trails. Homes are nestled unobtrusively among lush groves of aspen trees, rolling meadows and sparkling streams. Starting at $1,800,000. www.thecolonywpc.com.

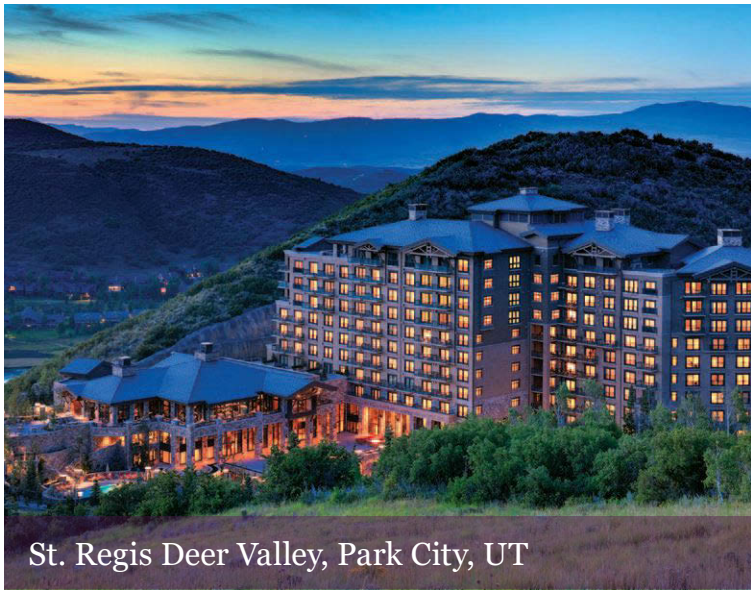
Echo Spur, Park City, UT

Echo Spur takes energy-efficient living to new heights as the first eco-friendly community in the desirable Old Town District. The modern mountain-style homes will be inspired by the area's historic architecture and will be moderately sized, from approximately 2,700 to 3,500 square feet. The homes will feature 2-car garages, massive outdoor decks and patios and flexible use options. Starting at $2,700,000. www.echospur.com.



Hyatt Escala Lodge, Park City, UT

Discover the finest in comfort with floor plans crafted to evoke the flow of a single-family home. Of the 1- to 4-bedroom units, many include lockout designs and multiple floors, ranging from 680 to 2,820 square feet. The beauty of the mountains is showcased by decks or terraces, and a courtyard provides access to the 3 lodges, an outdoor pool, hot tub and resort amenities. Starting at $379,900. www.hyattescalaresidences.com.



St. Regis Deer Valley, Park City, UT

Located at the globally renowned St. Regis Hotel at Deer Valley Resort®, St. Regis Residences include hotel condominium suites ranging from 1 to 4 bedrooms and private residences. The sumptuous interiors and functional spaces are enhanced by slope-side views, a private ski beach, personal ski valets, a split-level infinity pool and a world-class spa. Starting at $1,250,000. www.srdvpc.com.

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Utah Properties
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www.bhhsutah.com

Scottsdale, Arizona

Casa Bella, an Italian-inspired villa with sweeping views in the prestigious gated community of DC Ranch, features 5,450 square feet, 4 bedrooms, 4 baths and a 4-car garage. $2,200,000. Dan Ward ∘ T: 602.391.3661

Scottsdale, Arizona

On a nearly 1-acre golf course lot, this home offers 4 bedrooms, 3.5 baths, a gourmet kitchen, wood-beamed ceilings, a floor-to-ceiling fireplace and an entertainer's backyard. $1,599,000. DeeDee Nadler ∘ T: 602.686.6996

Desert Mountain, Scottsdale, Arizona

This courtyard-style home in a perfect location in Desert Mountain offers sunset and city-light views and 3 bedroom suites. Amenities include a pool, clubhouse and spa. $929,000. Linda Salkow ∘ T: 480.620.3511

Desert Mountain, Scottsdale, Arizona

A Spanish-style estate on 1.8 acres boasts big city-light, golf course and winter-sunset views. The home offers extraordinary craftsmanship and is perfect for art display. $5,500,000. Davis Driver ∘ T: 602.399.0116

Desert Mountain, Scottsdale, Arizona

This fabulous 4-bedroom, 4.5-bath home with a pool and spa on a gorgeous golf course lot boasts fairway, mountain, sunset and city-light views. $997,900. Stephanie Anderson ∘ T: 602.315.3633

Phoenix, Arizona

An enchanting storybook home built in 2013, this Cape Cod ranch offers an exceptional floor plan with 4 bedrooms, an office and formal and casual living areas. $1,749,000. Heather MacLean ∘ T: 602.214.5169

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Las Vegas, Nevada

This West Gate home offers views of the mountains, golf course, waterfall and lake; formal living and dining rooms; and a master retreat with an office/sitting room and dual closets. $1,199,000. Heidi Kasama ◦ T: 702.308.7208

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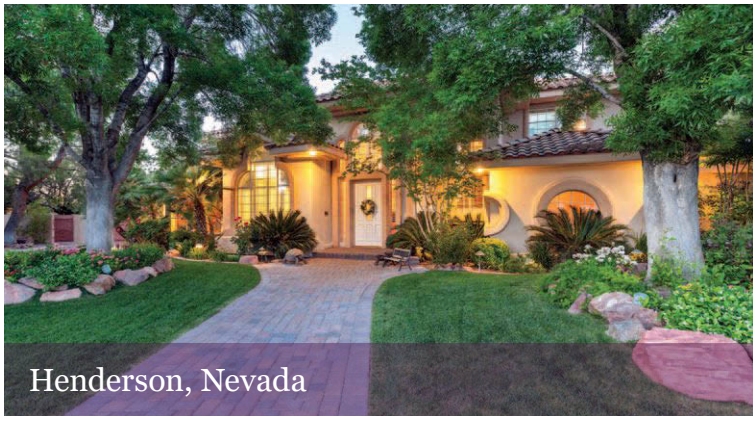
A beautiful, entertainer's custom dream home is in an excellent location within a private, gated cul-de-sac. Visit www.8231windsorcrest.com. $699,900. Alberto Saab ◦ T: 702.232.9001

Las Vegas, Nevada

This luxury penthouse unit at Two Turnberry Place features an exciting lifestyle and spectacular views of the Las Vegas Strip. See more at twoturnberryplace2501.com. $1,195,000. Leslie Carver ◦ T: 702.525.3658



Henderson, Nevada

On nearly .5 of an acre, this Mediterranean villa in The Fountains features motorized gates, an expansive master suite, a 30-foot balcony and a beach-entry swimming pool. $749,000. Maria Martin ◦ T: 702.682.9360

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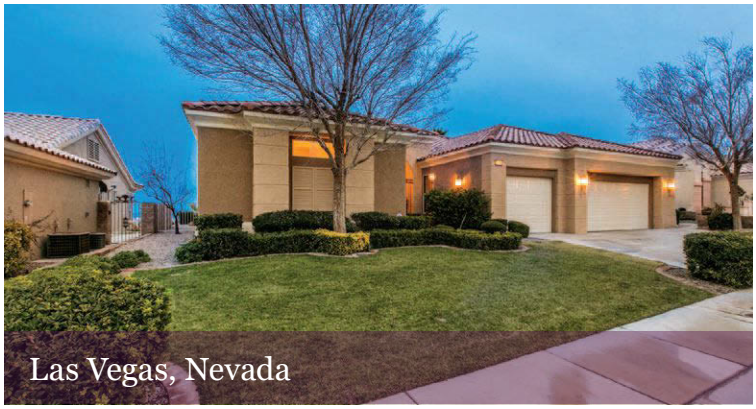
The Lakes masterpiece offers a stunning floor plan with warmth and elegance in every room, gorgeous landscaping, a sparkling pool and many upgrades. $850,000. Delinda Crampton ◦ T: 702.219.3144



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Matchmaking in Australia & New Zealand

Halfway across the world, two Oceania countries are casting their spells on travelers through authentic people, and exclusive adventures.

By Lauren Varga King

"We'll only come here once in our life and we want to see everything," is something Jean-Michel Jefferson, founder of Ahipara Luxury Travel in New Zealand, hears often. Followed by, "We only have 10 days to holiday."

It's a challenge. New Zealand is the length of the Eastern Seaboard of the United States. So, Jefferson measures his company against a simple test: Is this worth flying to the other end of the Earth?

Similarly, in Australia, The Tailor — a luxury travel company creating handcrafted, authentic journeys since 1998 — holds itself up to ensuring guests' time is well-spent, that their travels are authentic and their adventures exclusive.

That's a tall order. Australia is the world's sixth largest country. According to The Tailor's Managing Director Drew Kluska, fulfilling a traveler's expectations, and beyond, comes down to his company's ability to match people with products.

We spent time talking with both Jefferson and Kluska, to get insights on the most exotic, memorable experiences they've created halfway around the globe.

COURTESY THE TAILOR

Angorichina Ranch

© ROSINO / WIKIMEDIA COMMONS

Sydney Opera House

Sydney, Australia

Tourists gaze at the famed Sydney Opera House, snapping photos of the architectural beauty from the outside. You're there, too, and enjoyed a breathtaking sunset over the Sydney Harbour the night before. But now, you're inside, taking a behind-the-scenes tour of the iconic landmark.

"This experience is about gaining access to areas unavailable to the general public," says Kluska, who adds that his team offers a combined 175 years of Australian travel experience, helping to ensure travelers' requests are met.

Kluska also sends travelers to Bondi Beach, where not only is there a surfboard waiting, but a private surf lesson has been arranged as well.

"We want to show [visitors] the places they can go where there aren't thousands of other visitors," reports Sydney Bespoke Tours, a family-owned and operated Sydney-based tour company who works directly with The Tailor and its guests.

For five-star accommodations, consider the Four Seasons Hotel Sydney in the Rock district or Park Hyatt Sydney overlooking the Harbour.

Australia's Great Barrier Reef

Along the Queensland coast rests roughly 1,600 miles of living, breathing reefs. Known as the Great Barrier Reef, it's the largest living structure on Earth. Kluska and his team have a few tricks up their sleeves to make this astounding journey even more unforgettable, starting with a visit to Lizard Island Resort.

COURTESY THE TAILOR

Southern Ocean Lodge

Guests can snorkel right off the beach at Anchor Bay, or, for the more adventurous, a dive boat heads out to the continental shelf where the ocean floor drops down one mile below sea level.

Perhaps the most amazing vantage point is hiking up to Cook's Lookout, putting into perspective just how vast the ocean surrounding you really is, and how unique to find yourself in such solitude.

For those travelers who've packed a sense of adventure and are simply in need of a place to sleep, The Tailor sends them to Haggerstone Island for a visit with Roy and Anna Turner.

"When you step off that charter flight, know that there's no one else on the island while you're there," says Kluska. With the exception, of course, of the Turners, who arrived in 1985.

Let Roy take you for a boat ride. Catch yourself a fish, and have it for dinner with additions from the Turners' garden; there's no shortage of coconut palms. At nightfall, head to the jetty Roy built, complete with a fireplace. And recharge for another day in one of Haggerstone Island's huts.

The Outback

"Owner-hosted products are key," says Kluska. So, perhaps that's why clients who discover Australia's Outback at Angorichina Station with hosts Ian, Di and Alice Fargher, can't compare it with anything else.

Angorichina Station is located in South Australia's Flinders Ranges and is six times the size of Manhattan. Hop onboard Ian's Cessna Skyhawk to get a better feel for the ranch's size. After landing, let Ian show you around by four-wheeler, horse or motorbike. Roll up your sleeves to help drive a flock of sheep into the shearing shed.

Or perhaps try bushwalking, or visiting the big city of Blinman (population: 17) to practice with the local cricket team and tour a 150-year-old underground copper mine.

There's only ever one booking at a time here, so at the end of a long day's work, dinner on the back veranda is intimate and delicious. Let Di and Alice's cooking tempt you — from roasted lamb over risotto or barbecued sirloin and stewed quandongs with ice cream.

The Wildlife

"Luxury is different to different people," says Kluska. "So we craft experiences based off our knowledge of Australia."

To experience Australia's wildlife, The

Tailor arranges guests a stay at Southern Ocean Lodge overlooking Hanson Bay on Kangaroo Island.

The idea is simple here: be one with the environment. That means only a select number of suites (21 in total); neutral décor and glass exposures; locally sourced produce; and nature-driven activities. Special arrangements can be made for day and nocturnal wildlife tours as well as guided hikes and tours of nearby Flinders Chase National Park and Kelly Hill Conservation Park.

Keep your eyes open for echidnas, kangaroos and goannas — they're regulars of the Lodge.

Authentic New Zealand

"People think because New Zealand looks small, it's a small island," says Jefferson. "Mistake number one is spending too little time doing too many one-night stays and driving too much, so you don't have enough time to enjoy yourself."

But, as large as its footprint may be, New Zealand is a "small, village-like country in terms of networking," says Jefferson. "We get a feel for our clients, and match them with our cast of New Zealanders."

That's exactly how his company is able to introduce travelers to authentic New Zealand — like bringing "The Lord of the Rings" to life for one Canadian family.

"I got to talking with them and learned that they were mad about 'Lord of the Rings,'" explains Jefferson. "One of the cast members is a friend of mine, so I called him up. He got in touch with his co-stars and special effects people, and got some original movie props and costumes together, and we hosted a great event in Hobbiton."

Visitors to New Zealand can visit Hobbiton and tour "The Lord of the Rings" movie set, but they won't be greeted as Ahipara's clients were that memorable night.

To be really authentic, travelers should experience private jetboating down the Makarora and up the Wilkin Rivers of New Zealand's South Island.

Haggerstone Island

COURTESY THE TAILOR

SEALS AND KANGAROO COURTESY THE TAILOR

COURTESY THE TAILOR

According to Jefferson, jetboats were invented in New Zealand for farming, fishing and hunting, and later they would be used by thrill-seekers. Ahipara's exclusive jetboat experience is done in the way of locals.

The day goes something like this: a helicopter drops you off for a hike, then you board a jetboat and an expert operator takes you up and down the river to take in beautiful views. You grab a fishing line, and catch lunch. Then you take to the wheel, zooming around the lake, before enjoying what Jefferson calls a "West Coast barbecue."

"The hosts of the barbecue are as New Zealand as you can get," he says. "And people drink far too much, and stay for too long, and then go home. It all puts big smiles on their faces."

COURTESY AHIPARA

In addition to special events and jetboating, how about a day with a Maori, becoming one with their culture and ways? Meet Delani, master carver, a keeper of the lores. He's entrusted with passing on the history, stories and traditions of the Maori people.

"You're with people who embody New Zealand," says Jefferson. "We can offer a lot with Maori. We've organized carving, spiritual healing, cooking and tracking with Maori, in their way."

Jefferson adds that the more he knows about travelers, the more "exceptional" their travels will be.

"Exceptional are the things you remember when you're sitting around a dinner table five years later," he says. "Our specialty is putting people together with fascinating people. It's pure matchmaking."

COURTESY AHIPARA

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Hobbiton

A Stride in Style

Daring designs and unexpected elements are turning luxury shoes into innovative artwork.

By Sarah Binder

Bruna Wedge by Eugenia Kim

From chunky heels to gladiator sandals, current luxury footwear can be encapsulated in one word — bold. Designers are elevating classic styles such as espadrilles, ballet flats, knee-high boots and moccasins to new heights by adding eye-catching, unexpected elements ranging from holographic angel wings to cockerel feathers. Whether your preference is a comfortable flat or a sleek pump, today's high-end styles are designed to turn heads. These avant-garde masterpieces are just as at home on a Paris or Milan couture runway as they are on your own Twitter or Instagram, #OOTD.

Creator of TheShoeMaven.com and designer shoe aficionado Tonya Walker has a favorite pair that exemplifies the trend of updating the classics by adding a bold artistic touch. Her flayed peep-toe Mary Jane pumps by Miu Miu feature a geometric, copper heel embellishment and color blocking. That particular shoe is no longer available; although, Miu Miu's current collection boasts a black satin Mary Jane pump with a metallic finish heel studded with Swarovski crystals ($995).

Many other designers are adding surprising components to relatively classic silhouettes. "British designer Nicholas Kirkwood takes a classic shoe and adds a bit of flair. He'll have a high-heeled shoe and in the platform of the shoe he'll have pearls," says Walker. A large pearl is the defining feature of Kirkwood's Silk Maeva Pearl Strap Sandal, which retails at £496 (about $771). However, the pearl has an intriguing placement — beneath the heel of the silk-satin, handmade Italian creation.

Other designers go beyond color blocking and singular embellishments to turn their shoes into complete works of art. Both Charlotte Olympia and Sophia Webster, a prior assistant to Nicholas Kirkwood, attended the London College of Fashion's renowned Cordwainers footwear design course. Each designer's collection is rooted in a feminine philosophy and is marked with unique whimsical elements that traverse crystals and pearls. For example, Charlotte Olympia's flats often incorporate images of faces, whether bright, rainbow skulls that evoke Mexico's Day of the Dead, or embroidered kitties with defined cut-out ears. Detailed butterfly wings and vivid graphical prints of watermelons and bananas lend a futuristic vibe to Sophia Webster's creations.

With the advent of visual social media platforms such as Pinterest and Instagram, such designers have new online "galleries" for their creations, allowing them to showcase their partnerships with celebrities, seek inspiration from street style or one another, and grow their sphere of influence within the world of high-end fashion. Chantal Fernandez, an editor at independent fashion news site Fashionista.com, notes, "We like to look at what people are wearing on Instagram. It's a good indication of designers or pieces that are gaining traction."

Designers Loeffler Randall and Eugenia Kim are Fernandez's favorite up-and-comers. Kim, a Manhattan-based milliner-turned-

Luz Tassel Sandal by Loeffler Randall

Silk Maeva Pearl Strap Sandal by Nicholas Kirkwood

accessories-maven, launched her debut collection of luxury footwear last October. Kim has several designs that rely on the simpler, though no less bold, style strategy of mixing different materials. Her Bruna wedge combines red suede, mahogany wood, and copper-mirror calfskin for a modern take on a classic shape ($585). Randall's 'downtown cool' styles lend a modern, effortless vibe to the designer's highly popular Instagram page, which has nearly 52,000 followers. Tassels, gems, animal prints and more daring features adorn the brand's current line. For summer, Fernandez loves Randall's variety of gladiator sandals. With cream and gray snakeskin and six tassels, plus a chunky heel, the Luz Tassel Sandal ($315) is both flashy and comfortable.

As those at the forefront of the industry persist in experimenting and pushing the envelope, some design strategies have and will continue to stand the test of time. "Color blocking is going to continue into the fall," says Walker. "Valentino has a color block ankle boot with a chunky heel in its fall collection."

Marrakesh Express

The style of Morocco, always exotic and suddenly trendy, has captured the imagination of interior designers.

By Roger Grody

MOSAIK SHOWROOM

Americans have long been seduced by the exotic allure of Morocco, and they are increasingly eager to replicate the romance of places like Casablanca and Marrakesh in their own living rooms. Interior designers are graciously accommodating demand, incorporating Moroccan furniture, lanterns and objets d'art into their clients' residences.

"Moroccan design appeals to the exotic vision that Europeans and Americans have of North Africa, and Morocco in particular," says Fatiha Daoudi, co-owner of Mosaik, an upscale Moroccan home furnishings showroom in Los Angeles with a celebrity clientele. Her husband, Yahya Daoudi, reports the country's strong tradition of artisanal craftsmanship is another draw, noting that even minor imperfections create the character no mass-produced items possess.

Chris Barrett, a Southern California interior designer who has authored a number of dramatic North African-themed interiors, says of Moroccan décor, "It's fun, it's romantic, it's exotic," but insists it's also versatile and accessible. "With Moroccan design and decoration so prevalent now, everyone has the opportunity to 'visit' Morocco without leaving their homes," she says. Some of Barrett's rooms feature a fully saturated palette and multiple patterns, while others are far more subtle.

At Los Angeles' Badia Design, one of the largest importers of Moroccan furnishings in the nation, customers are confronted with an extraordinary bazaar of Moroccan merchandise spread over 30,000 square feet. Room after room are filled with authentic Moroccan furniture, rugs and a dazzling array of lanterns, some approaching the size of small European automobiles. An entire room is dedicated to authentic Fez tiles and hand-carved wood molding, another is packed with tagines, the cone-shaped earthenware pots used to cook Morocco's signature stews.

Badia co-owner Mohamed Tazi, whose family has been exporting furnishings from Marrakesh for six generations, believes Southern Californians are particularly receptive to

CHRIS BARRETT DESIGN

Moroccan design because the region's ubiquitous Spanish Colonial Revival architecture already incorporates Moorish influences. "Moroccan design will always work with Mediterranean homes," says Barrett, but she doesn't hesitate using it in contemporary settings, either. "I love adding a Moroccan lantern somewhere unexpected," adds the designer.

Mosaik's Yahya Daoudi says, "We work with a lot of designers furnishing the old Spanish and Mediterranean homes in California, but tribal Moroccan rugs and handcrafted ceramics also give warmth to modern homes." He reminds us that even modernist pioneer Frank Lloyd Wright favored Moroccan rugs in contemporary houses. The concept of Moroccan design being incorporated into minimalist environments is best summed up by Tazi, who states, "These pieces can spice up those spaces, like harissa on plain food."

Tazi insists the increasing popularity of Moroccan décor is not limited to America or Europe, as he regularly ships to designers in Japan and Australia. In addition to Moroccan merchandise, Badia's cavernous interior includes furniture from Syria, identified by its signature inlaid mother-of-pearl finishes. Despite the unrest in that nation, Tazi insists he's still able to find products from skilled artisans, but cautions against imitations from India and China.

Star of Morocco in Austin, Texas, is another prominent dealer in Moroccan furnishings, and owner Adeal Benhayoun caters to a national clientele. "It's eclectic, and it reminds people of stories of the Arabian Nights or movies like Casablanca," he says. Benhayoun notes most of his customers are well traveled and some have been to Marrakesh, a surprisingly popular tourist destination. Stressing the style's versatility, he says, "You can furnish your entire house with Moroccan décor, or just a corner of one room," and says entryways and patios are particularly popular spaces for exhibiting an exotic flair. Benhayoun, an entrepreneur who remained in Austin after studying at the University of Texas, reports lighting fixtures and colorful building tiles are currently in greatest demand, and that he can customize any product to a client's specifications.

Chandeliers at Star of Morocco range in price from $150 to $4,000, and a massive 48-inch-high teardrop-shaped lantern features classic hand-tooled brass construction with the kind of floral perforation that creates seductive shadows whenever it's illuminated. At L.A.'s Mosaik, flooring is a perennial hit, with Fatiha Daoudi revealing, "Rugs are the most popular items and they are one of the most important pieces to consider when decorating a home." Some of the finest, strikingly beautiful rugs with vibrant orange and red hues, are hand-woven by Berber women in villages scattered amidst the rugged Atlas Mountains.

BADIA DESIGN

CHRIS BARRETT DESIGN

Interior designer Stephanie Henley of Beasley & Henley, a firm with offices in Winter Park and Naples, Florida, says Moroccan décor tends to go in and out of style, but is widely accepted in the Sunshine State. Like California, Florida has an abundance of compatible Mediterranean and Spanish Revival homes, partially a legacy of influential architect and developer Addison Mizner. "Moroccan design has an exotic flair, but it's so comfortable that clients love it," says Henley, who suggests, "Small doses and the use of very high-end pieces keep it from looking kitschy."

Designer Barrett doesn't worry about Moroccan décor appearing frivolous or contrived, but cautions that all elements employed must be complementary to the room and, in turn, the entire house. Further eliminating the risk involved with Moroccan design elements, importers report a transition toward the modernization of some products, incorporating cleaner lines and more neutral colors. "There's a major trend to create more contemporary-looking products, while still maintaining a traditional Moroccan touch," says Tazi.

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CELEBRITY ESTATES

Fashion designer **Marc Ecko** has listed Stronghold, his 32-acre estate in tranquil Bernardsville, New Jersey, for $13,500,000. The home has been beautifully restored to integrate sophisticated 21st-century technology while

preserving the property's historic architectural details. The iconic custom mansion offers seven bedrooms, including a spacious master with one full bath and one half bath, eight fireplaces, an office, a formal dining room and a kitchen with a breakfast bar and a center island. The estate also includes a carriage house, a gymnasium with a full basketball court and exercise loft, a heated in-ground pool, a barbecue and open porches for entertaining.

Source: Vincenza Montrone and Nan Reil
Coldwell Banker Residential Brokerage

The magnificent, walled compound currently owned by reality TV star **Nicole Richie** and musician **Joel Madden** has been placed on the market for $3,495,000. The turnkey property has been remodeled extensively over several years and is located on an oversized lot in the Laurel Canyon neighborhood

of Hollywood Hills. The home offers five bedrooms, six baths, a well-appointed office, soaring ceilings, numerous skylights that provide abundant natural light, play areas for children, an attached guesthouse and a large kitchen leading to the outdoor living space. Relax in the barbecue area and spa that waterfalls into the lagoon-style, beach-entry pool.

Source: Thomas Atamian, The Estate Partners

— Stacey Staum

BY STACEY STAUM

3 For Lakefront Luxury

TRANQUIL WATERFRONT LIVING

Lake Arrowhead's most magnificent lakefront estate is currently on the market for **$11,500,000**. Located in temperate Southern California, this estate on 1.5 acres of premier lakefront offers eight en suite bedrooms, a media room with a full bar, a billiards room, gym, spa, spectacular great room and a children's playroom with a trampoline. The property also features a private sports court, double dock, a sandy beach and panoramic lake and mountain views.

Source: Vicki Smith
Coldwell Banker Sky Ridge Realty

Twin Pines, a one-of-a-kind Lake Tahoe estate designed by famed architect Julia Morgan, is listed for **$8,995,000**. The main lakefront home offers four bedrooms, five baths, a main-floor master, in-law quarters, vaulted beamed ceilings, lake vistas, 180 feet of sandy beachfront, a pier and a buoy. The guesthouse features one bedroom, one and a half baths, a great room, fireplace and a kitchen. The estate is located within walking distance of the gondola, nightlife and trails, and borders Edgewood Golf Course.

Source: Sue Lowe, Chase International

A gated, Tuscan-inspired lakefront home in Lakewood Ranch, Florida, is listed for **$1,899,990**. The BuildSmart home has been named a Health House because of advanced air quality and energy-efficiency features. The residence offers four bedrooms, three and a half baths, an oversized chef's kitchen with GE Monogram appliances and cherry cabinets, a media room with reclining chairs and an impressive wet bar for entertaining. Outside, enjoy a saltwater pool with a lanai and spa.

Source: Kyle Henson
Coldwell Banker Residential Real Estate

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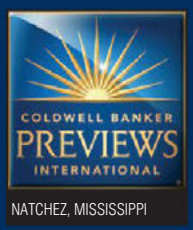

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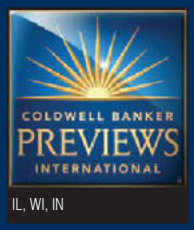

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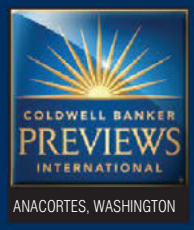

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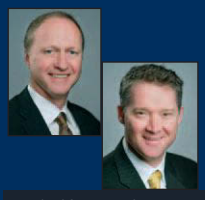

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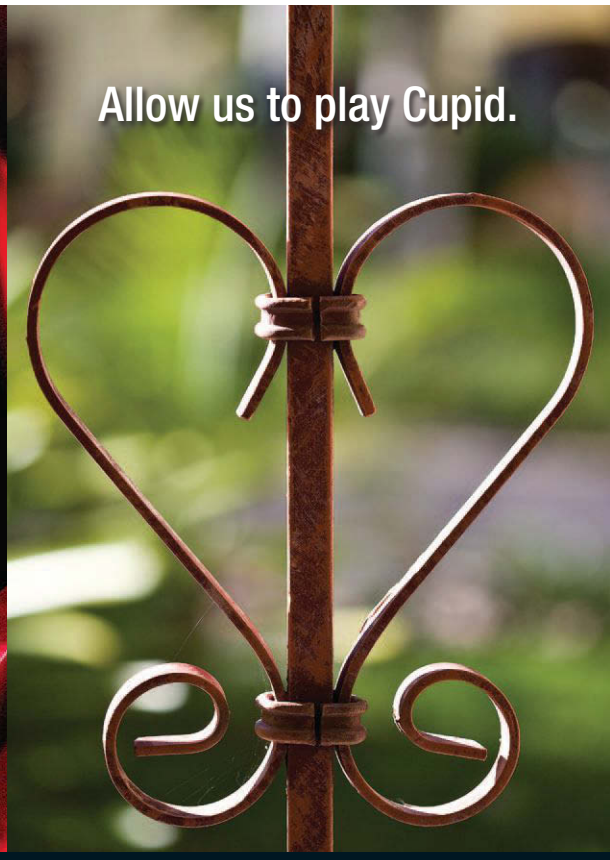

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in Closing

By Roger Grody

TRENDSETTER

Homebuilders embrace trends introduced by Southern California architect Robert Hidey, a master of resort-style living.

In Orange County, California, strewn along the scenic Pacific coastline, are lavish Mediterranean villas and exclusive resorts. Many of those — as well as numerous architectural amenities that luxury homebuyers now take for granted — were authored by local architect Robert Hidey, whose clientele extends to China and the United Arab Emirates.

The architect was born in Memphis but raised outside of Los Angeles in Palos Verdes Estates, a coastal community planned by Frederick Law Olmsted Jr., that fostered young Hidey's appreciation for both the natural and built environments. After graduating from architectural school, he was hired by William Pereira, the architect of San Francisco's Transamerica Pyramid as well as airports and hotels around the world. "It was never strictly about the budget, but doing the best possible work for the client," says Hidey of Pereira's approach, which he adopted in his own practice.

After a decade with Pereira, Hidey and a colleague established a firm in Orange County, and in 1990 he founded Robert Hidey Architects (RHA) in Irvine, a city his mentor Pereira masterplanned. After working on large commercial projects most of his career, he began gravitating toward residential design and a flurry of awards reinforced that specialty. Many of the design trends Hidey originally incorporated into homes for celebrities and Fortune 500 CEOs have become nearly standard features in more moderately priced residences. "At the end of the day, my job as an architect is about solving problems in a creative and responsible way, whether it's in a 60,000-square-foot estate or 1,000-square-foot townhome," explains Hidey.

One of the architect's most important innovations was the incorporation of usable outdoor space — shady sanctuaries adjoining master suites and breezy alternatives to formal dining rooms — designed to take advantage of Southern California's enviable climate. Demand for these spaces, which infuse a sense of resort living into any home, quickly spread to lower price points as even cost-conscious homebuilders embraced the trend. "You can't do successful housing today that doesn't offer covered outdoor spaces integrated into the floorplan," says Hidey.

Hidey has a passion for Mediterranean residential architecture, stating, "Spanish Colonial is an aesthetic that performs very well in Southern California, as it did hundreds of years ago." A classically inspired Italianate design appears in the bungalows and villas RHA designed for the five-star Pelican Hill Resort on Orange County's ritzy Newport Coast. But Hidey is a versatile designer who actually entered the profession as a modernist and has reprised that style in projects like Asher at Playa Vista, a sleek glass-and-stone multifamily development in Los Angeles.

Always conscious of pressures facing ordinary households, Hidey is adept at creating design solutions that address lifestyle trends driven by changing demographics or economics. At Irvine's Lambert Ranch, for example, extended families are accommodated by fully functioning suites or detached guesthouses. Whether providing privacy for live-in grandparents or grown children, these spaces have become immensely popular in several RHA-designed communities.

Hidey's services are now in demand far beyond Orange County, with clients as far afield as Abu Dhabi and the South China Sea island of Hainan. Although he acknowledges challenges presented by unfamiliar cultures and regulations, Hidey insists most of his work is easily transferable. "They're coming to this office because they appreciate the work we do," says Hidey, who draws energy and inspiration through travel. "Our sphere of influence is now much more significant," he says of RHA's evolution, adding, "The increasing scale of our projects, including masterplanned developments in which we're responsible for entire communities, is very stimulating."

Both of Hidey's daughters, Erin and Ashley, now work at RHA, to the delight of their dad. "Hopefully, someday they'll be taking over this place and I can spend more time sailing and skiing," quips the 63-year-old boss who shows no signs of slowing down. Hidey has recently acquired a hillside home in Laguna Beach, California, which is being reimagined with his own design. UH

HIDEY'S ASHER AT PLAYA VISTA OFFERS SLEEK MODERNISM, WHILE SEA POINTE, A COLLECTION OF LUXURY HOMES IN ORANGE COUNTY, REFLECTS A MEDITERRANEAN STYLE.

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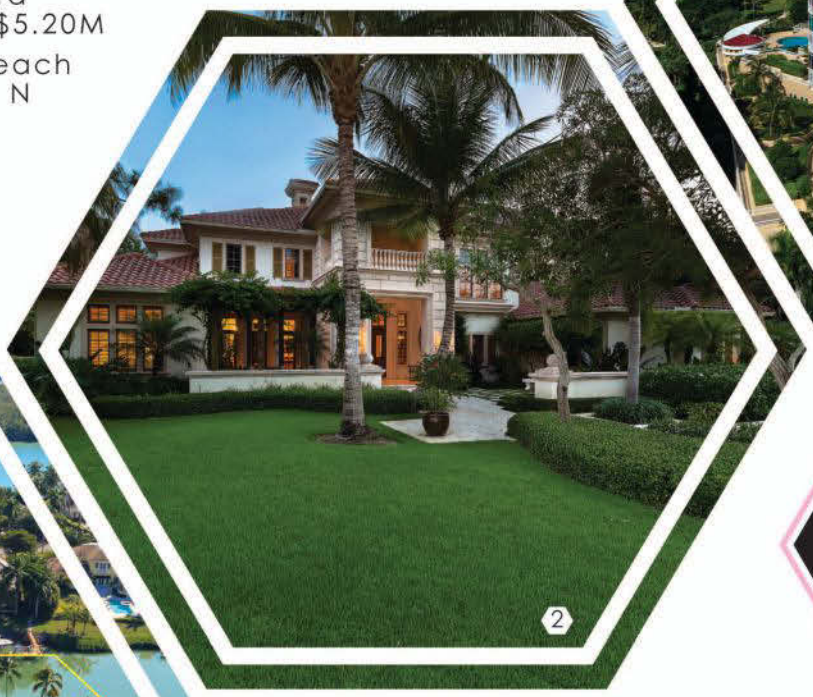

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